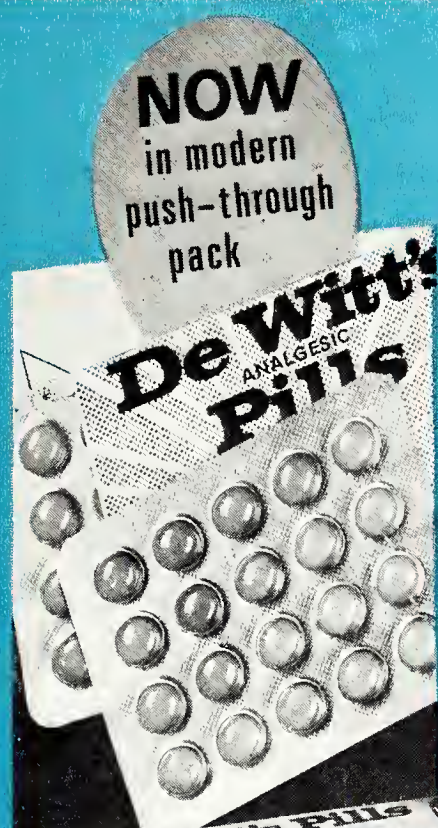


# Chemist & Druggist

30 June 1973

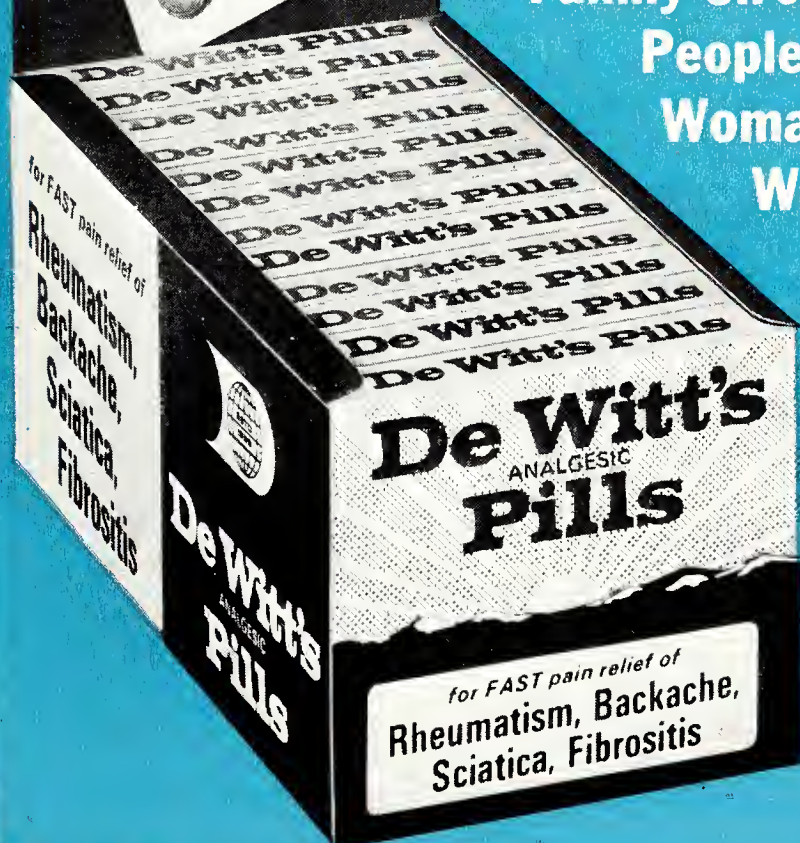
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30 June Vol. 199 No. 4867

The newsweekly for pharmacy

114th year of publication

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Published every Saturday by Benn Brothers Ltd,  
25 New Street Square, London EC4A 3JA (01-353 3212) Telex 27844

Subscription Department, Lyon Tower, 125 High Street,  
Colliers Wood London SW19 (01-542 8575)

**Midlands office**  
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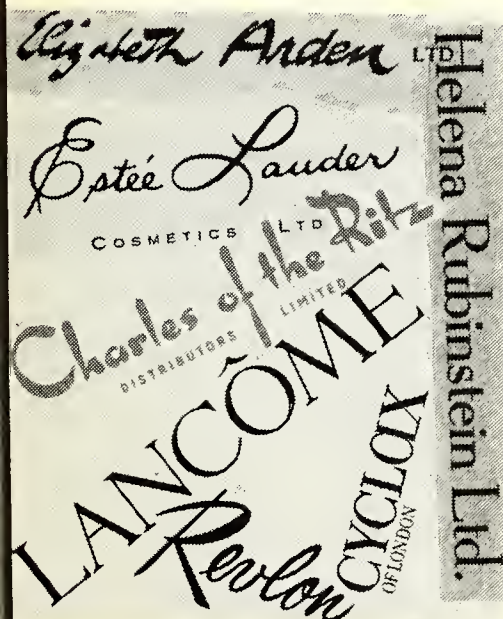
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# Don't let anyone fool you about footsprays

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**stock the brand leaders**



# Roche prices: 'chemists must not be pawns'

If the government wishes to bring pressure to bear on Roche, chemists will not expect to be used as pawns in the game. That was the reaction of Mr T. P. Astill, deputy secretary, NPU, to Wednesday's news that Roche Products intended to raise the prices of Librium and Valium unless the Department of Trade and Industry agreed to a number of suggestions by midday on Thursday.

Mr Astill added that chemists would expect, as always, to be fully reimbursed for their ingredient costs. There had been suggestions in Wednesday's national papers that chemists might be put at a disadvantage in the dispute. According to the reports the company, in a letter to the Department, say it should be allowed to charge the previous prices and to put the revenue surplus to the levels of the Government Order into a separate bank account controlled by its solicitors. The money would stay there until High Court proceedings—begun on Monday against the DTI—have been completed. This is expected to take about two years. If the company's action is lost, the money would be repaid.

Alternatively, Roche would accept formal undertakings from the DTI to repay the money if the company won, or would not resist a subsequent action for damages. Dr J. Marks, managing director, said on Wednesday that many of the statements made were not accurate. A letter had been sent, making suggestions how the financial aspects could be dealt with consequent upon the possibility of a court finding that the order was invalid. It was a private letter and there had not been time for a reply. There had been no threats, merely suggestions. He felt it was premature to say anything more.

Asked whether research investment might be affected by "political and emotional things" he said he did not think that research would be affected, but if he was sitting in Basle and looking at the political climate here and the EEC background he might be inclined to think of general production elsewhere.

Dr Marks was speaking before the ceremony of opening their new £2 million research laboratory at Welwyn Garden City. During the official ceremony Lord Todd said that the cost of developing new drugs and satisfying government requirement was such that only large firms could hope to meet it and "even they will be tempted to refrain from embarking upon development unless the new drug appears quite exceptional . . . and likely to tap a large market".

## High Court action

The writ served on the DTI on Monday declares that the Monopolies Commission report which ordered reductions in price of Librium and Valium, was unfair and contrary to the rules of natural justice. The

writ also claims declarations that the recommendations of the Monopolies Commission were invalid and of no effect. The writ also claims declarations that the proposed new price levels were penal; arbitrary and set without reference to fair levels of current costs and profits; and discriminated unlawfully against the plaintiffs.

In their writ Roche also claim declarations that the Government's price-cutting orders were *ultra vires*, invalid and of no effect. Additionally they claim declarations that there were no facts, or sufficient evidence, to support conclusions by the Monopolies Commission that prices charged for the tranquillisers were, or had been, such that they operated, or might be expected to operate, against the public interest. They also claim damages in respect of the loss suffered by the companies by reason of the order made by the Secretary of State for Trade and Industry.

Roche's decision to go to the High Court followed a surprise move of the House of Lords' last Friday to overturn a two-week-old recommendation by its own Special Orders Committee that the company deserved a further inquiry (C&D, June 6, p784).

## Lords' surprise amendment

Lord Diamond presenting the amendment from the Opposition on June 22 said that the Committee had recommended a review of only one limited and difficult area, the allocation of group research and development expenditure. "This is a question that could be put to a dozen able,

experienced chartered accountants. They could work a long time and inform themselves fully and produce a dozen authoritative wise different answers."

Lord Stow Hill opposed the amendment. He said it would be disastrous if discouragement was given to those companies which were "research based" to risk funds on research which, in the very nature of things, was often largely unproductive.

He thought that, on a balance of probabilities, "there was some substantial ground for complaint by the petitioning company".

Lord Davies of Leek interrupted: "They may be doing research into cuckoo clocks for all we know." Lord Stow Hill went on to say that the Commission's recommendation had made more than a marginal allocation for group research and development expenditure.

Lord Sainsbury said that as Roche claimed to have spent considerably more in relative terms than other companies it was up to them to prove that its figures were calculated in an acceptable way and that its high level of research expenditure was justified. "Roche had every opportunity to do this but they had failed to do so."

Lord Balogh described the Monopolies Commission as "a clumsy sort of blunderbus which hits in an unexpected way. It is not a generalised policy. It seems to me that the Government just recently had learnt that a prices and incomes policy is the proper way to deal with these matters and not the singling out of a few special cases and then bringing its power down like a ton of bricks."

Lord Brabazon of Tara predicted that other countries would also ask for cuts in the price of drugs. He questioned whether this was desirable because it would interfere with world research into drugs.

The Leader of the House, Lord Windlesham, winding up the debate said that it was a controversial issue and that he was content that each Peer should use his own judgment and reach his own decision.

The Opposition amendment was carried by 43 votes to 23.

The Nicholas International Group are providing the complete medical service for this year's Tour de France cycle race starting June 30. The Nicholas team of three doctors and six nurses will accompany the competitors with two ambulances, a doctor's car, a fully equipped mobile operating theatre and a dope-check vehicle. The organisation is being handled by the Group's French company, Laboratories Aspro-Nicholas S.A., and one of the stops in the race will be at their laboratory and factory complex at Gaillard.





# Study shows patients need careful dose instruction

With careful explanation, patients will take their medication correctly within certain tolerance limits, according to a report in this month's *Journal of Hospital Pharmacy*.

In a study of patient performance at the minimal care unit, Westminster Hospital, patients were made responsible for the administration of their own drugs, under the supervision of a pharmacist. Tablets were dispensed with no instructions for use written on the bottle. Instead, dosage instructions were given on a medication card with a recording chart to be filled in when each tablet was taken. Once a week the residual tablets were counted and the cards checked by the pharmacist.

One group took 78 per cent of their doses correctly within tolerance limits of  $\pm 20$  per cent; another group in which many patients had taken their medicines prior to admission, had a success rate of 89 per cent.

The report mentions one patient who stopped taking cloxacillin on developing diarrhoea and another who was taking 140 per cent excess of warfarin. The former completed the course when the importance of doing so was explained. The latter had a particularly complicated dosage regime and after further careful explanation her performance improved.

Several patients, especially those starting long term multiple therapy, approved of the medication card as a method of presenting instructions, although some transferred the directions to the label of the bottle. The recording chart was found to be of little value. Elderly patients had difficulty completing it and most patients filled it in at the end of the day, resulting in cards being filled in when no tablets had been taken.

## Gall-bladder disease risk with oral contraceptives

A link between oral contraceptive use and surgically proven gall-bladder disease has been reported in last week's *Lancet*.

In a survey covering patients admitted to hospitals in the Boston area, the estimated risk for gallbladder disease in oral contraceptive users was 2 (95 per cent confidence limits: 1.4 and 2.9) compared with non-users and the estimated annual attack-rate attributable to oral contraceptives was 79 per 100,000 users. In women below the age of 35 years, the frequency of gall-bladder disease was significantly higher in those taking oral contraceptives for 6-12 months compared with women who took them for longer periods. The authors quote evidence that oestrogen induces changes in the composition of bile.

A further study of the association between oral contraceptive use and venous thromboembolism revealed an estimated annual attack-rate attributable to the "pill"

of 60 per 100,000 users per year. A study of breast cancer revealed no evidence of a higher risk in oral contraceptive users relative to non-users.

Nearly all women in the survey took low-dose oestrogen preparations and the role of dosage in relation to any of the above findings could not be evaluated.

## Lords rule Customs can name importers

Customs & Excise will have to disclose in future the names of importers of furazolidone licensed exclusively in the UK to Smith Kline & French Laboratories Ltd. This follows a decision by the House of Lords on Tuesday that Customs were not prevented by law from disclosing the information.

The appeal to the Lords was made by

Norwich Pharmacal following Customs & Excise refusal to divulge information on imports of the drug from Italy, and other countries.

At the beginning of 1972 Norwich took the case to the High Court and won but the judgement was set aside by the Court of Appeal. The latter ruling was unanimously rejected by the House of Lords.

Only comment on the ruling from the Customs & Excise was that it was "very important".

## Drugs Act—doctors told

A circular alerting doctors to the changes in prescribing procedure which will come into force under the Misuse of Drugs Act 1971 was sent out last week according to the Department of Health.

The British Medical Association said that a delegation from the General Medical Services Committee to the Department has complained that doctors should have received this information at a much earlier date.

## Lost from Register

A net loss of 39 pharmacies from the Pharmaceutical Society Register occurred in May. Of these, 6 were in London, 33 in the rest of England, 4 in Wales and 6 in Scotland. Ten new premises were registered, six being in England, three in Wales and one in Scotland.

## Advertisins standards criticised

Toiletries and medicines advertising come in for criticism in a report issued last week by Social Audit Ltd—"an independent body concerned with improving government and corporate responsiveness to the public generally".

The major attack is on the voluntary advertising codes operated by the industry, which Social Audit believes cannot be substituted for "the stringent and comprehensive statutory controls that are so clearly needed". It is argued that voluntary schemes might complement statutory controls by encouraging the exemplary use of advertising, but only if the organisers "abandon their present pre-occupation with minimum standards".

Part of Social Audit's case is based on a study of 200 newspapers and journals published during the first week of January. They found 300 *prima facie* contraventions of the voluntary code, among which were 90 "mainly representing violations of the code's requirements on slimming, hypnotism, baldness cures and various other medical and para-medical products".

Social Audit think the object of advertising is not to make the advertising symbolic of the product, but to make the product symbolic of the advertising. The text of a Beechams Powders television commercial is reproduced in the report as an example of an image being created which is then "lent" to the brand name without detracting from the "over-all mood".

Also criticised is some advertising for cosmetics "thick with innuendo to suggest that the use of this product or that may be the answer to complex personal or social insufficiencies". An advertisement for Lancomia is cited when it recommends "Calm, tranquillise, pacify your skin".

Discussing fair trading, the report asks: "Why should consumers be forced to remain constantly on guard or go to extraordinary lengths to obtain the basic information they need in order to get a fair deal?"

Among the copywriter's "tricks" is the "weasel word" which modifies and weakens the meaning of the advertisement. Two of the examples given (weasel word in *italics*) are: "When a girl becomes a woman, Femfresh becomes *essential*" (described by Social Audit as "complete nonsense"), and "The *one* soap you can *safely* entrust with their hygiene" (Wrights Coal Tar) (Social Audit, "One of many which work").

Social Audit offers as the "most clear-cut illustration of the spirit of enforcement" of the code as the contrast between assessments of vaginal deodorant sprays made by advertisers on the one hand, and medical and consumer authorities on the other.

## Suggested Solution

The organisation's solution to the advertising problem includes the discontinuing of tax relief on advertising expenditure—the crippling effect this would have on the Press being overcome by a subsidy or by exempting Press advertising.

The tax would also be used to finance an independent authority to review advertising standards. Functions would include arrangement of mechanisms for the public correction of misleading advertising claims at the expense of the advertiser at fault and the sponsoring of "counter advertisements" to encourage the development of balanced and informative advertising.

*Social Audit*, Munro House, 9 Poland Street, London W1V 3DG, a quarterly, available only on annual subscription (£5).



# Pharmacist's views in local Press

A pharmacist's views on supermarket competition have been given prominence in the *Liverpool Echo*.

Mr J. P. Murphy, chairman of Liverpool Pharmaceutical Committee and representative on the Liverpool Executive Council of the NHS, said that the competition of cut-price supermarkets, which have made inroads into the sales of cosmetics and toilet requisities, could result in a shortage of pharmacies on Merseyside. He blames the abolition of resale price maintenance for the difficult position in which chemists now find themselves.

Mr Murphy, who has a business in Garston, Liverpool, pointed out that chemists had lost good selling lines which had helped to subsidise their earnings from dispensing. Price maintenance gave the retailer a fair and reasonable profit, but once it was abolished it meant that supermarkets with all their gimmickry were able to jump in and offer good selling lines.

The situation had arisen where newly developed areas such as Netherley, found themselves without a local chemist. There were men running pharmacies who could be making more money employed by someone else.

"On the one hand you have the Department of Health saying we must subsidise our business with retail trade in the shop and on the other hand you have the Board of Trade still supporting the abolition of resale price maintenance."

□ "Housewives do want their local shops and value more the personal service and overall convenience offered by them even at the expense of competitive prices," states a consumer study carried out by the management studies department of Liverpool Polytechnic. There are strong positive attitudes indicating loyalty ties between the housewife and some local shops, says the study, which examined major shopping centres at Liverpool, Bootle and Southport and the shopping habits of housewives in the various suburbs.

## PCA chairman's healthy report on industry

The membership of the Pharmaceutical, Chemical and Allied Industries Association (PCA) in the Republic of Ireland now stands at 105 companies, and the industry employs 4,000 people, a higher figure than at any previous time said the Association's chairman, Mr E. J. Dover at the annual meeting on June 20.

Mr Dover gave also the following statistics: Gross output in 1972 is estimated to have reached £36m, an increase of 33 per cent over 1971, and it is expected to rise to £48m in 1973. The value of total exports has risen in the past ten years from approximately £1m to over £31m. Several new plants now coming into production,



The two oak pedestals recently presented for use in the NPU council room at Mallinson House were suitably adorned at a joint ceremony on June 20.

Mrs D. Heseltine, widow of "Tiny" Heseltine, made the first presentation (above) which was a digital clock. The presentation was made from the Heseltine Memorial Fund. Participating in the ceremony were Mr J. I. Mitchell, and Mr W. Howarth, chairman and secretary respectively of the Leeds branch of the Pharmaceutical Society and Mr K. R. Rutter the Leeds member of the NPU Executive Committee. From left to right are Mr K. R. Rutter, Mr W. Howarth, Mr T. I. O'Rourke (chairman NPU Exec. Committee), Mr J. I. Mitchell, Mrs Dorothy Heseltine, Mr J. Wright (director, NPU Group), Mr H. B. Coulson (treasurer, NPU Exec. Committee).

The second event was the formal presentation (right) by the Cardiff and District NPU Branch of the inscribed mortar and pestle which had first been informally received by representatives of the NPU Executive Committee at the Branch's local Golden Jubilee celebrations in 1972. Mr D. H. Maddock, chairman of the Branch and member of the NPU Executive Committee made the presentation accompanied by Mr T. G. Thomas, the Branch's secretary. Left is Mr T. I. O'Rourke, right Mr D. H. Maddock.



and the continuing success of existing companies in developing export markets have contributed to the success of the export picture. Exports of pharmaceutical products have increased from less than £1m to nearly £12m over the same period. Antibiotics at £8.8m represented a significant proportion of that total and was more than double the 1971 figure.

Exports went to over 50 different markets: 44 per cent went to Britain and Northern Ireland, 23 per cent to EEC countries and 9 per cent to the USA. Output and exports of toiletries and cosmetics have stabilised after the steady growth in recent years.

Mr Dover then drew attention to the fact that *Groupement International de l'Industrie Pharmaceutique des Pays de la Communauté Economique Europeenne* (GIIP) were sponsoring a two-day conference to be held in Killarney in February 1974, and the subject of the disparity of expert opinion on the importance of antibiotic resistance would be included for discussion at the conference. "In view of the conflicting opinions expressed by experts on the use of antibiotics and the need to harmonise legislation in the EEC, the Association hopes that the GIIP conference in Killarney next year will produce

authoritative and entirely convincing guidelines based on all known facts. International experts have been quoted as saying that it will become increasingly difficult for smaller companies to produce drugs if the standards for testing vary too much from country to country or the legislative system becomes too cumbersome. The Association believes that veterinary legislation and the availability of antibiotics in Ireland should be founded on economical and practical considerations taking into account the attitudes within the EEC and our desire to safeguard the consumer from ingesting animal foods which might contain residues".

## Hospital award

The Nicholas International Group are collaborating with the Guild of Hospital Pharmacists to sponsor an annual award for the best original paper contributing to the practice of hospital pharmacy.

Open to all hospital pharmacists, it will be known as the Nicholas award and carries a £100 honorarium. The subject of the paper must be submitted with an application for consideration to the Guild before August 24, and the completed paper by September 30.



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(Display outer of 6 x 2oz)			
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# Company News

## Boots to spend £10½m on retail branches

Boots Co Ltd plan to spend some £10½m on new shops extensions and modernisations in the current year and will be represented for the first time in 13 new shopping centres. The chairman, Mr G. I. Hobday, mentions this in his annual report for the year ended March 31.

Group profit during the year rose by 65.7 per cent to £56.7m and after tax the net profit was £33.9m. Sales and dispensing increased by 19.3 per cent following increases of 17 and 14 per cent in the two preceding years. A study carried out by an independent organisation, he says, shows that one in ten of all their customers visit Boots' branches in connection with dispensing which remains the "cornerstone" of their business.

Exports totalled £10.9m—up 50 per cent. The group's staff shared a record bonus of £5m and "important improvements in pensions anticipate very fully the 1975 requirements for recognition under the Social Security Act".

Commenting on Government's acceptance of the Monopolies Commission's report that a merger of Boots and Glaxo would have an effect of reducing research activity, Mr Hobday says: "We shall press on with the development of our non-retail business and try to solve in some other way the problems which would have become so much less formidable had the merger proceeded."

## Weston Pharmaceuticals confident of future

The chairman of Weston Pharmaceuticals, Mr G. J. Caplan, in his annual report tells members that in the light of the current economic conditions the directors see no reason to be less enthusiastic in viewing the future with confidence, and anticipate that the current trend will continue resulting in a further substantial increase in profitability during the current year.

In all divisions sales for the first quarter are in line with budgets and show the same rate of increase produced in the previous year.

The development of Westons Chemists is proceeding rapidly and for the current year three new openings are planned together with the resiting of three shops and major modifications to 26 existing branches. During the current year the group has acquired a further 23 branches including six in Scotland which has extended activities north of the border for the first time, the chairman adds.

It is anticipated that the total selling area of the shops will increase by some 25 per cent in the current year.

However, it is in the wholesale division where the greatest growth and profitability is expected, resulting from the major reorganisation which took place during the

second half of 1972. The full benefits of the increased efficiency resulting from this and a full year's contribution from all acquisitions should result in greater profitability, Mr Caplan states.

For accounts for year ended February 28 see *C&D*, June 9, p748.

## Laporte on future

The increased industrial activity which marked the last quarter of 1972 appears to be continuing and this augurs well for Laporte Industries (Holdings) Ltd in 1973 state the directors in the annual report for 1972. In the longer term the company's financial position will enable them to take advantage of developments in the field of active oxygen and also business in "new fields."

## New source of high grade talc

A new talc mine in Western Australia is expected to become one of the world's major sources of supply of high grade talc according to the Australian Department of Overseas Trade.

Westside Mines NL, 20 Mount Street, Perth, Western Australia, have proved more than 1 million metric tons of high grade white micaceous talc. Total reserves exceed 2 million tons and would give Westside's open cut mine at Mt Seabrook, 450 miles from Perth, a life of at least 20 years.

Trial parcels and samples have gone to Japan, the United States, New Zealand and the eastern States of Australia. Consumer reaction, particularly in Japan, is reported to have been favourable and other trial shipments to Japan are expected later this year. The company also intends to establish a milling plant in Perth shortly to meet the demand for milled talc.

## ACF sales up 9 per cent

Consolidated net sales of Amsterdam Chemie Farmacie NV (ACF) in 1972 increased by 9 per cent to H fl 238m. Increases were higher for bulk products and specialties but net sales of Koninklijke Utermöhlen dropped 6 per cent because of pruning of the product range and a reorientation of the German market. The annual report, looking for 1973 expects this year to be a favourable one despite higher wages and uncertainties following the enlargement of EEC.

## Intal approved in US

Fisons Ltd's US subsidiary, Fisons Corporation, Bedford, Mass, has received final approval from the Foods and Drugs Administration of the US to market Intal, cromolyn sodium capsules for use by phy-

sicians as an adjunctive treatment in severe perennial bronchial asthma. The marketing of Intal in the US will be conducted by the Fisons Corporation sales force.

### Briefly

**Hickson & Welch (Holdings) Ltd:** Turnover for half-year ended March 31 was a record at £12.716m (£10.03m in corresponding period previously). Profit before tax £1.567m (£1.145m). Interim dividend is 8 per cent gross (7 per cent gross).

**Apex Construction Ltd** are taking over new premises in Northfleet, Kent, from July 1 as the first move to merge the operations now carried on at their London and Dartford offices. Integration should be completed before the end of the year. The new address: Apex House, London Road, Northfleet, Kent DA11 9NX.

**Monsanto Chemicals Ltd** increased their sales marginally to £41.73m in 1972 from £41.02m in previous year. Group pre-tax profit was £2.16m against £2.69m. Ordinary dividend nil (same).

**Cambrian Chemicals Ltd:** All departments (except warehouse, receiving and dispatch departments) will be situated at Suffolk House, George Street, Croydon CR9 3QL from August 1. Telephone. 01-686 3961.

**Highgate Optical & Industrial Ltd:** In 1972 turnover increased to £2.25m, from £1.62m and profits more than doubled from £91,740 to £195,386.

## Appointments

**Barclay Fine Chemicals Ltd:** Mr R. F. Weir, BSc, MPS, has been appointed production director and deputy managing director and Mr A. F. Youngman, marketing director. The company incorporates the manufacturing interests of Reynolds & Branson and Cartwrights.

**Lilia-White (Sales) Ltd** Mr G. Baldin has been appointed general sales manager. Five regional sales managers appointed are T. G. Murphy, Scotland; D. D. Baker, North; T. A. White, Midlands; B. J. Heyden, South-west; and D. N. Jones, South-east.

**Radiol Chemicals Ltd** have appointed Mr M. Huddart to a new area comprising North Wales, Cheshire and Staffs. Mr R. James has been transferred from the London area and now covers Bedfordshire, Hertfordshire, Essex and Middlesex. A new appointment for the London area will be announced shortly.

**Knox Laboratories Ltd**, the UK pharmaceutical subsidiary of Cooper Laboratories International Inc, have appointed Mr A. R. White their marketing director. The company market Bocasan and Oral-B preventive dental products and are expected to enter the prescription medicines field later this year.

**United Glass Ltd:** Mr Peter Chamberlain has been appointed divisional sales and marketing director of U.G. Glass Containers with effect from September 3. Mr Chamberlain is currently national industry sales manager (foods) and his appointment follows the request by Mr. E. Tyde-man for early retirement.



# 4 ways to better business this summer

Germolene Products, always extra-fast sellers in summer, will sell even faster this year... and bring you extra margins too.

The reason? Germolene's summer blend of heavy advertising support and special opportunities—always a feature with Germolene. Ask your Beecham Representative for details.

**Germolene**  
The cut'n'graze ointment

**Germolene**  
ANTISEPTIC OINTMENT  
SOOTHING HEALING

**Germolene**  
ANTISEPTIC OINTMENT  
SOOTHING HEALING

**Germolene**  
ANTISEPTIC OINTMENT  
SOOTHING HEALING

**Germolene**  
ANTISEPTIC OINTMENT  
SOOTHING HEALING

**Germolene**  
medicated footspray

**Germolene**  
new-skin

**Germolene**  
medicated plasters

**Special summer display outer** for small size, plus advertising as always.

**Special retail price** —2½p reduction to your customers.

**Special advertising** for the **Medicated One** during July, August—the hot-foot months.

**Display** alongside Plasters—see how sales move!

soothes as it heals

SPECIAL PRICE 12p

THE VENO DRUG CO., ST HELENS, LANCASHIRE

## Germolene-the skin healers



# People

**Mr Robin Anderson, FPS**, Thistle Street, Edinburgh, who switched from pharmacy to the arts some years ago, has recently been appointed the Scottish Theatre Ballet's administrator. A former manager of the Phoenix Theatre, Leicester, and administrator of Harrogate Theatre, Mr Anderson is also a former pair-skating champion of Scotland and has stage-managed for ballets in Edinburgh and Glasgow.

**Mr Adrian Lemmon**, manager of Boots Ltd. in West Street, Bourne, Lincs, was beaten and knocked down when he disturbed three thugs who had broken into the shop.

## Deaths

**Cox:** On June 17, as a result of a road accident, Mr John Cox, export manager, E.C. DeWitt & Co Ltd. Mr Cox, at 28, was the youngest of their senior executives and had been with the company for eight years.

**Counihan:** Recently, Dr Richard Counihan, 45 Francis Street, Kilrush, co Clare. Dr Counihan was admitted to the Register of the Pharmaceutical Society of Ireland in 1939 and owned a pharmacy in Kilrush for a number of years.

**Fitzgibbon:** Recently, Mr Maurice Fitzgibbon, Lota, Adare, co Limerick. Mr Fitzgibbon qualified as an Assistant in 1936 and helped his brother run a pharmacy in Limerick for some years before retiring from practice to take up a position as District Court clerk.

**McGee:** On June 11, Mr Francis Leo McGee, MPSI, The Mall, Ballyshannon, co Donegal, Mr McGee qualified in 1928 and conducted his own pharmacy in Letterkenny for a number of years.

**Simms:** Recently Mr Frank Simms, MPS, Greenacres, Walton, Chesterfield, aged 74. Mr Simms qualified in 1921 and as an optician in 1924. He was in business in Chesterfield and later in Staveley.

## News in brief

☐ Employers wishing to claim refunds for Selective Employment Tax must register with the Department of Employment by June 30.

☐ A financial agreement for studies on assays of therapeutic drugs at the materia medica department of Glasgow University has been reached with the Radiochemical Centre Ltd. The university has also been granted £2,000 pa from the Instaprint

# Topical reflections

BY XRAYSER

## Value added

Some three months have passed since, with a fanfare of trumpets, the public learned that VAT had brought sweeping reductions in price in the field of cosmetics, and they rejoiced. But the *exultate jubilante* has been short lived and we seem to be at the beginning of another spate of increases which wipe out the benefits conferred on April 1.

All the calculations, all the repricing, all the equivalents with which we wrestled, were in vain. I share the regret of the manufacturers that the cost of raw materials, together with other factors, has compelled them to put up their prices, and I prepare myself for another spell of conveying those regrets to my customers so that they, too, may join in the lamentations—which I have little doubt they will.

They will be suitably bemused by a large display of cut prices and special offers in which there will be 5p off this and 31ccs more in that. It has been said that a cynic is a man who knows the price of everything and the value of nothing, but that statement needs some qualification in today's wilderness where no one knows the price of anything and value is elusive.

The only stable price is that of 20p per item on a prescription and even that may vary from day to day as the patient glides past his sixty-fifth birthday, to have his place taken by some who have now reached the age of 15. The customer does not apparently expect at least 5p off that recommended price, though I have known some who expected 50 per cent more than the doctor had in fact prescribed. To add to all that confusion there are the coupon offers for either a straightforward something off in exchange for the coupon, or the alluring offer of a beach raft valued at 99p for only 77p plus 200 coupons. The bargains vary, and there seems to be no need to buy in the ordinary way such things as power lawn-mowers, garden tents or swimming pools.

Things were so different in my boyhood, when the offers were on a much less grandiose scale and we were more than content with "handouts" even less glamorous than the plastic centre-half who hides his undoubted talents at the bottom of a packet of breakfast cereal. But I would not have you think that there were no glittering occasions in those days.

## The oracle

The supreme moment at the pharmacy came only on rare occasions with the arrival of what I think were called Beecham's Oracles. I wonder if any of my readers recall them? They were pieces of paper which had been treated with a solution of nitre, and there was nothing to be seen on the surface but a spot which one touched with a glowing piece of string. And the nitre smouldered, first one way then another, though continuous in line, and in a minute or two there was a picture of Lord Kitchener or Lord Roberts, and the slightest puff of wind or heavy breathing destroyed it for ever.

I knew it was an oracle, though who Beecham was or what he had to do with it all, meant nothing to the incendiary. With the advantage of hindsight, as they say, I think it must have had some connection with the pills which were helping to win the war that was to end all wars.

☐ Camera Co Ltd for research into analytical toxicology relating to drug detection in racing animals.

☐ The World Health Organisation's Executive Board has requested WHO's director general "to take steps to develop a tentative classification of pesticides which would distinguish between the more and less hazardous forms of each pesticide."

☐ Prescriptions dispensed in Northern Ireland during March numbered 959,042 (609,768 forms). The total cost was £947,270, an average of 98.77p per prescription.

☐ The Distributive Industry Training Board is to pay out £2,700,000 in bonus grants to 2,400 firms with the best training records.



# Trade News

## Apocaire July promotion

Products for Sangers' July Apocaire promotion are: Band-Aid (medium and large); Cossack hair spray (standard and large); Efferdent tablets (20, 36); Harmony hair spray (standard, large); Johnsons baby oil (medium, large); Milk of Magnesia tabs (handy, medium); Palmolive soap (toilet, bath); Twice as Lasting (1, 6 application); US antiperspirant aero (160g, 210g); Vosene shampoo (standard, economy).

All future kits will contain two price cards per product to enable both window and in-store display to be mounted.

## Bucket pack of Armoricaïne

Wilcox Laboratories Ltd, 215 Coldharbour Lane, London SW9 8RX, have introduced a 5-kilo size (£5.58) of Armoricaïne, their specialised treatment for maintaining condition in horses' legs. The pack is a stable bucket with lid, and is the subject of an introductory bonus (see this page).

The introduction will be supported by mailings to race horse trainers, stable and horse owners, and the veterinary profession, plus advertising in *Horse and Hound*. The smaller pack is now 1 kilo (£1.26).

## Cosmetics a la carte

A group of cosmetic chemists and a beautician make-up artist under the management of Miss Christina Stewart have formed Cosmetics a la Carte, an advisory and consultation service open to both cosmetic companies and the public. Facilities for cleansing and make-up will also be available without obligation to purchase. Cosmetics a la carte is at 16 Motcomb Street, London W1, and opened on June 4.

## Capsule colour change

Epanutin with phenobarbitone, manufactured by Parke-Davis & Company, Usk Road, Pontypool, Mon, is now in a number 3 capsule with a white opaque body and yellow cap, marked "Parke-Davis".

## Sunsilk conditioners relaunched

Elida Ltd, Hesketh House, Portman Square, London W1A 1DY, are relaunching Sunsilk hair conditioner in three variants for dry, greasy and normal hair in new plastic bottles with flip tops.



## Additional packs

E. R. Squibb and Sons Ltd, Regal House, Twickenham, Middlesex, are adding the following packs to their existing range: Modocate ampoules 1ml x 10 (£11.30). Nystan cream 100g tube (£3.00) and Nystan ointment 100g tube (£2.40).

Leo Laboratories Ltd, 27 Uxbridge Road, Hayes, Middlesex, are introducing a pack of 100 Leo K tablets (£0.25).

Goya, Badminton Court, Amersham, Bucks have now introduced a travel size Cedar Wood foam shave. This new size (£0.30) is said to provide up to a month's shaving.

## Biologic re-introduced

Pharmax Ltd, Bexley, Kent, have re-introduced Biologic, their bactericidal/haemolytic detergent (2 kilo, £1.54; 20 kilo, £13.20; 50 kilo, £28.87).

## Colgate to enter baby market

According to the *Financial Times*, June 4, Colgate Palmolive are planning to enter the baby market with a range of disposable nappies called Curity Snugglers to be launched in the Southern Television area with an advertising budget of £500,000.

## Optrex change bottles

Keldron Ltd, 17 Wadsworth Road, Greenford, Middlesex, have announced that Optrex eye lotion has changed from a blue bottle to an amber one as blue glass is no longer available in the UK. There will be no change in the familiar blue Optrex cartons.

## Better terms for Stiletto

Stiletto the Sly fly killer. Rentokil Ltd, Felcourt, East Grinstead, Sussex, has now been incorporated into the full discount range scheme of all Rentokil Products. This means, say Rentokil, that Stiletto can be purchased on better terms when coupled with other Rentokil orders.

## Handcream reformulated

Chap Ans Handcream has now been reformulated to omit hexachlorophane. Any stock of Chap Ans still containing hexachlorophane will be exchanged if returned to A. H. Robins Co Ltd, Redkirk Way, Horsham, Sussex RH13 5QP.

## Not restricted

Reckitt & Coleman Ltd, Hull, advise that Zero panties are freely available to all chemists.

## Miss Dylan suede dye pack

Following the successful introduction last autumn by Dylan International Ltd, Lower Sydenham, London, SE26, of their 65 cc pack of Miss Dylan suede dye, the increasing popularity of suede garments and accessories has created a consumer demand for a larger dye pack. The new 250 cc pack of Miss Dylan suede dye (£0.93½) is available in the full range of 12 fashion colours and contains sufficient to cover, for example, one pair of ladies' average size knee length boots.

The new 250 cc pack is presented in a polyurethane bottle with a re-saleable Jay-cap covered with a colour identification sticker overprinted with the colour name and number and full instructions for use are clearly marked on the label. Miss Dylan suede dye is supplied in a specially designed stock box containing 12 bottles, one of each colour or selected colours, together with two display crownings.



## Carrier bags from NPUM

NPU Marketing Ltd, 321 Chase Road, London N14 6JN, have introduced multi-coloured carrier bags because, they say, of the "considerable demand from members". The bags, made from polythene, have reinforced handles and measure 19in deep by 15½in. List prices for a member pack of 250 bags is £3.75 plus VAT.

## Organic Aid anyone?

Lon (UK) Ltd, 58 Russell Square, London WC1, have introduced a range of Organic Aid products which will be distributed mainly through hairdressers, beauticians, health food shops and department stores. The range includes Wild Strawberries cleansing bar (£0.50), Herbal finishing spray (£1.21), Styling gel (£0.46) and Balsam E hair conditioner (£0.69).

They are also introducing into the UK a range of hair products called Restor, for professional use only, which is "formulated to correct the physical structure of the hair by penetrating and strengthening the actual hair shaft from within".

## M & B market halothane

Pharmaceutical Specialities (May & Baker) Ltd, Dagenham, Essex, are introducing halothane—M & B, a general anaesthetic (250ml, £8.70, exclusive of VAT).

## Christmas showrooms

Jacqueline Sales, Kitty Brewster Estate, Blyth, Northumberland, will be holding their showrooms in Royal Station Hotel, Newcastle-upon-Tyne—July 2-5; Conference Centre Selles Ltd, Hull—July 8-10; and Gordon Arms Hotel, Elgin—July 9.

## Correction

The active ingredient of Feximac cream, the new speciality from Nicholas Laboratories Ltd, 225 Bath Road, Slough, Bucks, is bufexamac and not as stated last week.

## Bonus offers

Wilcox Laboratories Ltd, 215 Coldharbour Lane, London SW9 8RX. Armoricaïne 5 kilo bucket. 12 invoiced as 11. July 1-19.

Riker Laboratories, Morley Street, Loughborough, Leics. Intralgin gel. Bonus through wholesalers ends July 6.

Fennings Pharmaceuticals, Hurst Road, Horsham, Sussex. Fennings Children's cooling powders, 20 size. 15 invoiced as 12 on orders of 144, 14 invoiced as 12 on orders of 36 and 13 invoiced as 12 on orders of 12. Until July 31.





# WISDOM'S WINNING SMILES COMPETITION RESULTS

Here are the six major prize-winners – each of whom has won a magnificent holiday for two – in the Wisdom Winning Smiles Competition.

The competition ended May 31st. Entrants had to match our 'six smilers' with their correct countries, from a list provided; and then write a 2-line rhyme including the slogan 'Wisdom's Winning Smiles'.

The winners can, of course, accept a cash equivalent of their prize. And for the runners-up, there are 500 *colourful Addis Hardware Sets*.

**500 consolation prizes  
for the runners-up.**

- 1** Mrs M. JUDE,  
61 Hadrian Road, Newcastle-upon-Tyne 4. (Holiday in Canada)
- 2** Mrs O. WESTRUP,  
'Sharon', Cranbrook, Kent. (Holiday in Bermuda)
- 3** Mrs D. MARTIN,  
77 Colvin Gardens, Hainault, Ilford, Essex. (Holiday in Tanzania)
- 4** Mrs P. SINCLAIR,  
49A High Street, West Wickham, Kent. (Holiday in Greece)
- 5** Mrs S. EDWARDS,  
49 Belvedere Road, Hessle, East Yorks. (Holiday in Sweden)
- 6** Charles S. GIBBONS,  
69 Cashes Green Road, Stroud, Glos. (Holiday in Portugal)

# WISDOM



# DISPLAY VAPONA

and you could join  
Mr. and Mrs. Pratt on a millionaire's  
weekend in Bermuda.



Alec Newton, of Shellstar Ltd. congratulates Mr. I. Pratt of Prama Ltd., on winning a millionaire's weekend in the sun, on Vapona.

**70**  
More places  
to be won

Mr. & Mrs. Pratt of Prama Ltd., Summertown, Oxford have their Bermuda tickets safely in their pockets. It was so easy. All they did was display 2 outers of Vapona. **You could join them.**

## THE OFFER

In November, fly BOAC to sunsoaked Bermuda, with Champagne all the way. Stay at the luxurious Sonesta Hotel. Double room with bathroom and balcony overlooking the sea. Scuba-diving, swimming pools, shark-fishing, yachting, water-skiing, horse-riding, golf, night-clubs — all a stone's throw away. All on SHELL. Ask your Vapona representative for details or write to Vapona/Bermuda Scheme, 17 Golden Square, London W.1.

kills flying insects  
for up to 4 months

**Vapona**  
flykiller



**Simply display Vapona** — the most profitable slow release flykiller on the market. The more outers you show, the more chances you get. And with draws at the start of July and August there are 70 more places to be won.

**Fly BOAC with Shell**



# New products and packs

## Cosmetics and toiletries

### Moistura skin care

The Moistura Method is a skin care range from Cyclax designed for normal skin types. It has been developed around Moistura Moisturiser which means, say Cyclax, that all the products are light, cool and non-greasy so that they are easily absorbed into the skin. The makers claim that they don't contain any harsh synthetic perfumes, just natural fragrances such as lavender, rose and cucumber. Each product carries a leaflet which lists the complete product ingredients.

The range comprises 90g Moistura cleansing cream (£1.09), 185g Moistura cleansing cream (£1.81) (for skins with a tendency to dryness); 110cc Moistura cleansing lotion (£0.90), 230cc Moistura cleansing lotion (£1.52) (for skins with a tendency to oiliness); 110cc Moistura Face Freshener (£0.90), 230cc Moistura Face Freshener (£1.52) (for skins with a tendency to dryness); 110cc Moistura Skin Bracer (£0.90), 230cc Moistura Skin Bracer (£1.52) (for skins with a tendency to oiliness); 50g Moistura Moisturiser (£1.38), 90g Moistura Moisturiser (£2.08) (for all skin types); 50g Moistura Light Night Cream (£1.42) and 90g Moistura Light Night Cream (£2.09) (for all skin types). The Moistura Method is packaged in Cyclax purple and silver (Cyclax Ltd, 65 South Molton Street, London W1Y 2BS).

### Protein 21 hairspray

Mennen have now introduced Protein 21 hairspray with a "unique protein formula" available in 120g and 200g aerosol cans with holds for normal, greasy and dry hair.

A special introductory offer of "25 per cent free" will be available to consumers. Advertising support will take the form of full-colour pages in monthly and weekly women's magazines (Mennen UK Ltd, Mennen House, Marlow, Bucks).

### More special recipes

Additions to the Special Recipes range from Mary Quant are liquid foundation (£0.70) a light foundation said to give a sheer matte finish available in five shades; cream shadow (£0.57) creamy eye shadow presented in a pot with a choice of six colours; and a new addition to the skin care range—night cream (£1.10).

Mary Quant has also introduced another Special Recipes foundation shade, Country Clay, which is recommended for fair to medium coloured skins. Available mid-July (Myram Picker Ltd, Hook Rise, Surbiton, Surrey KT6 7LU).

## Home brewing

### Grey Owl beer additives

Three new products introduced by Grey

Owl for home beer-making are liquid finings, yeast nutrient, and yeast energiser.

Incorporating isinglass, the liquid finings are in a concentrated form. When added to beer, they are claimed to interact with the haze-creating material, causing it to settle, leaving a clear beer with improved flavour and stability. Two sizes are available: 1.2 fl oz sachet for 5 gal (£0.06½) and 6 fl oz bottle for 24 gal (£0.23).

The yeast nutrient provides the nitrogen to ensure a rapid yeast growth, the makers say, and also prevent the formation of fusel oils. The nutrient comes in two sizes: 2 oz for 30 gal (£0.13) and 4 oz for 60 gal



(£0.22). The yeast energiser is designed to give a rapid yeast growth and a speedy, trouble-free fermentation, and is also available in two sizes: ½ oz for 10 gal (£0.13) and 1½ oz for 30 gal (£0.26½). (Grey Owl Laboratories Ltd, Morley Road, Staple Hill, Bristol).

## Prescription specialities

### EUGYNON 30/EUGYNON 50

**Manufacturer** Schering Chemicals Ltd, Burgess Hill, Sussex, RH15 9NE

**Description** Eugynon 30—white, sugar-coated tablet imprinted with black "C", containing dl-norgestrel 0.5mg and ethinyl oestradiol 0.03mg. Eugynon 50—white, sugar-coated tablet containing dl-norgestrel 0.5mg and ethinyl oestradiol 0.05mg

**Indications** Oral contraception

**Contraindications** History of thromboembolic disorders; sickle cell anaemia; acute and severe chronic liver diseases; history of idiopathic jaundice or severe pruritus or herpes of pregnancy; Dubin-Johnson or Rotor syndrome; disorders of lipid metabolism; mammary or endometrial carcinoma; deterioration of otosclerosis during previous pregnancies

**Dosage** First cycle: One daily for 21 days, starting on fifth day of menstruation (or first day if menstrual cycle 26 days or less.) Subsequent courses are started after 7 tablet free days from the end of the first course.

**Precautions** See literature

**Side effects** Occasional spotting, nausea, headache, breast tension may occur which usually regress spontaneously. Weight changes have been noted. Libido may be increased or diminished

**Storage** Cool, dry conditions, shelf life 5 years

**Packs** 21 tablets (£0.30 trade)

**Supply restrictions** PI, S4B

**Issued** June 1973

### TRH-Roche

**Manufacturer** Roche Products Ltd, 15 Manchester Square, London W1M 6AP

**Description** Thyrotrophin releasing hormone. White tablets 40 mg, imprinted

'TRH/TRH' one side, 'Roche' on other; Ampoules 0.2 mg per 2 ml

**Indications** Assessment of thyroid function and reserve of TSH in the pituitary gland. Diagnostic test for: mild hyperthyroidism; ophthalmic Graves' disease; mild or pre-clinical hypothyroidism; hypopituitarism; hypothalamic disease. May also be used in place of the T3 suppression test

**Dosage** See literature

**Precautions** Caution in patients with severe hypopituitary disease in the fasting state because of possibility of hypoglycaemia, in myocardial ischaemia, and the first three months of pregnancy. Oral administration is preferable in patients with bronchial asthma or other obstructive airways disease

**Side effects** Following rapid injection there may be mild and transient nausea, desire to micturate, a feeling of flushing, dizziness and a peculiar taste

**Storage** In well closed containers, protected against moisture, in a cool place

**Dispensing diluent** Ampoule solution should not be diluted

**Packs** 10 tablets (£4.50 trade); 10 ampoules (£10.0 trade)

**Supply restrictions** Available to hospitals only

**Issued** June 1973

### NYSTAN Gel

**Manufacturer** E. R. Squibb & Sons Ltd, Regal House, Twickenham, Middlesex TW1 3QT

**Description** Yellow to amber opaque gel containing 100,000 u nystatin per g

**Indications** Treatment of cutaneous and mucocutaneous mycoses, particularly those caused by *Candida albicans*

**Method of use** Adults and children: Apply 2 to 4 times daily.

**Side effects** Slight irritation may occasionally be produced

**Storage** Stored in a cool place. Avoid freezing. Expiry date 18 months

**Dispensing diluent** Should not be diluted

**Packs** 30g tube (£1.00, trade)

**Supply restrictions** PI, TSA

**Issued** July 1973



# Promotions

## New Cutex shade card

The 1973/74 Cutex Shade Card is now being distributed to stockists, showing a total of 50 different coloured products.

The circular card carries nail polishes—both opaline and creme, lipsticks, Binkers creme eye shadows and Cheeky Chops.

A support at the back enables the card to be free-standing for display purposes, and the laminated surface ensures that the colours cannot fade.

Available from Cutex, Chesebrough-Pond's Ltd, Victoria Road, London NW10 6NA.

## Advertising boost for SR

Elida Gibbs have announced a new boost to SR toothpaste TV advertising. A further £60,000 is to be spent on TV this year, bringing SR's total TV expenditure to £385,000.

Four new commercials, which started last week, will provide the backing to this extra expenditure. They all show the SR girl in exciting situations which underline the freshness and whiteness message of the brand (Elida Gibbs Ltd, Hesketh House, Portman Sq, London W1A 1DY).

## Campaign with a difference

Last year, say Cuprinol, housewives spent £4m on fly killers, more than half on slow release fly killers. In spite of this high level of expenditure, expectations are that this year the market will expand to an even greater level. The company claim the cause of this increase in the market has been the introduction of slow release fly killers.

Cuprinol was appointed by Bayer at the beginning of the year to act as the distributor for Mafu, the "best buy" brand sold across Europe. To support retailers, Cuprinol is mounting a major television advertising campaign, which they describe as being a campaign with a difference.

Their experience has shown that consumer demand is closely correlated with the density of the fly population, which in turn is dictated by climatic conditions rather than the calendar. Consequently, Cuprinol has established a monitoring system across the country which plots the "fly level". The resulting data is being used in much the same way that the pollen count records are used by hay fever sufferers and the suppliers of antihistamine products. When crucial levels are reached, advertising breaks in the appropriate television region. (Cuprinol, Adderwell, Frome, Somerset).

## On Safari with Kleenex

A summer promotion offering "value and fun" for the family is to be run on Kimberly-Clark's three main facial tissue lines from mid-June until the end of August.

The promotion, giving away 6 million 20p coupons, is featured on Kleenex for Men, Kleenex Carnaby, and Kleenex soft

white tissues, and involves: A nationwide association with the country's top Safari Parks, a discount entry voucher worth more than the cost of a pack, and multi-pack printing giving information and maps for the top six Parks, each on a different pack.

Launching the promotion last week at Woburn Wild Animal Kingdom, set in the grounds of the home of the Duke of Bedford, Mike Fann, marketing manager, said: "This is the first time Kimberly-Clark have taken the opportunity of printing a series of different packs."

The promotion has been created in association with the Chipperfield Organisation, originators of Safari Parks in the U.K. The 20p voucher on each pack will be redeemable against entry at Woburn Wild Animal Kingdom, Bedfordshire; The Lions of Longleat, Wiltshire; Knowsley Safari Park near Liverpool; West Midland Safari Park, Worcestershire; Lambton Lion Park, Co. Durham; and Loch Lomond Bear Park, Dunbartonshire, and although each pack gives background and maps on a specific park, the vouchers may be used at any of the six. The 20p coupons are valid until March 1974.

Added Mike Fann: "The individual Safari Park packs will enable us to mount regionalised in-store promotions and displays keyed into the "local" park and special display material will be available for this purpose. (Kimberly-Clark Ltd, Larkfield, nr Maidstone, Kent).

## Ostermilk gift

Enough Ostermilk Two to feed baby for about one week are now being offered to mothers leaving hospitals throughout the country. The one-pound packet of Ostermilk Two is enclosed in a special sleeve featuring a mother and baby illustration and the slogan "Another contented Ostermilk baby". This is repeated on an accompanying leaflet which details the feeding instructions and benefits of this babymilk (Glaxo Laboratories Ltd, Greenford, Middlesex UB6 0HE).

## Ambre Solaire skin care launch

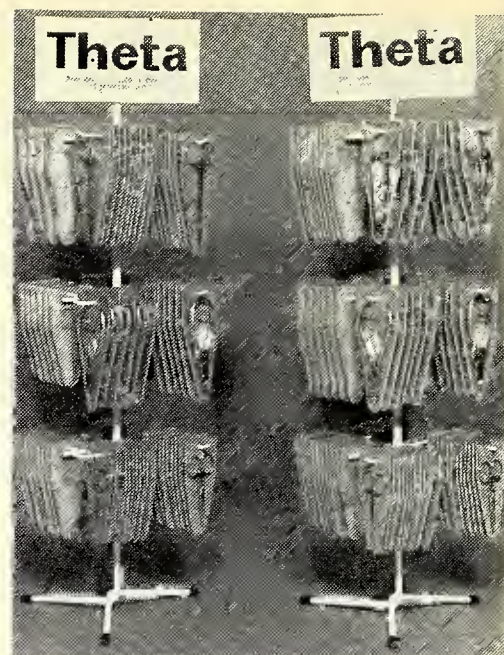
The launch of the new Ambre Solaire face care range, which is a collection of four skin care products, is being backed by a £105,000 advertising campaign.

The campaign starts with £50,000 being spent on 15-second national TV commercials which start on September 12 for a three week period. This will be supported by full colour pages and half-pages in *Woman's Own* during September and October. Similar advertisements will appear in *Cosmopolitan*, *Good Housekeeping*, *Harper's Queen*, *Honey*, *Nova*, *Over 21*, *She*, *Vogue* and *Woman's Journal* between August and December, as well as the *Sunday Times* and *Observer* women's pages (L'Oreal, Golden Ltd, 18 Bruton Street, London W1).

## Theta display stand

Colson & Kay Ltd, suppliers of the Theta range of manicure and cosmetic instruments, offer their Theta stand free with a minimum order value of £56 at retail prices (cost £34 + VAT) for merchandise suitable for display on the stand which can include an assortment of scissors, nail pliers, clippers and tweezers.

The compact stand measures 2 ft 6 in high on a 9 in x 9 in base and with an attractive silver and black headboard, it



carries merchandise packed in lilac PVC wallets with gold lettering (Colson & Kay Ltd, 235 Gt Western Street, Manchester M14 4LQ).

## Nulon boost summer sales

Reckitt & Colman toiletries division are mounting an "intensive" campaign to promote summer sales of Nulon. Basis of the promotion—being sold into the trade now—is a collarette carried on large and medium sizes of the product which offers the consumer a voucher for a free bottle of small Nulon or the equivalent of 14p off her next purchase. Only two special promotional proofs of purchase are required. Additionally the trade will be offered a discount on large and medium sizes of lemon Nulon (Reckitt & Colman Toiletries, Sunnysdale, Derby).

## on TV next week

Ln = London; M = Midland; Lc = Lancashire; Y = Yorkshire; Sc = Scotland; WW = Wales and West; So = South; NE = North-east; A = Anglia; U = Ulster; We = Westward; B = Border; G = Grampian; E = Eireann; CI = Channel Islands.

**All Fresh:** All except E, CI

**Aquafresh toothpaste:** Y, WW

**Black Knight men's hairspray:** All except E

**Brylcreem:** All areas

**Close Up:** All except E

**Cool:** All areas

**Crest toothpaste:** Y

**Harmony Protein Plus shampoo:** All except E

**Head and Shoulders:** All except E

**Kodak:** All areas

**Macleans White Fluoride:** Ln, So, A

**Pearl Drops toothpolish:** Ln, M, So, A

**SR:** All except E

**Sunsilk shampoo:** All except E

**Three Wishes:** So

**Uvistat-L for lips:** M

**Uvistat sunscreen cream:** M

**Vaseline Balanced Care shampoo:** All areas

**Zoflora:** Lc, Y, NE, U





# Beatson tablets always fit for service

Beatson tablets are made of glass, because glass contains without reacting.

Made and tested to the highest standards you can rely on Beatson tablets — always.

Available in white flint and amber.

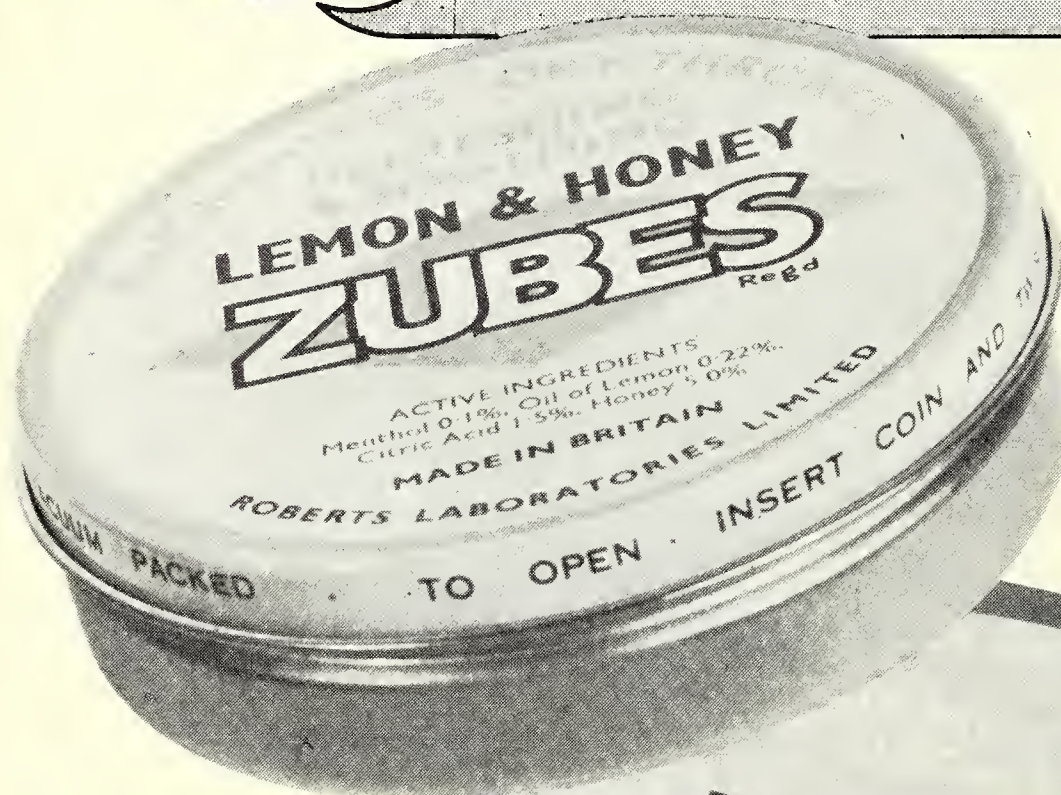
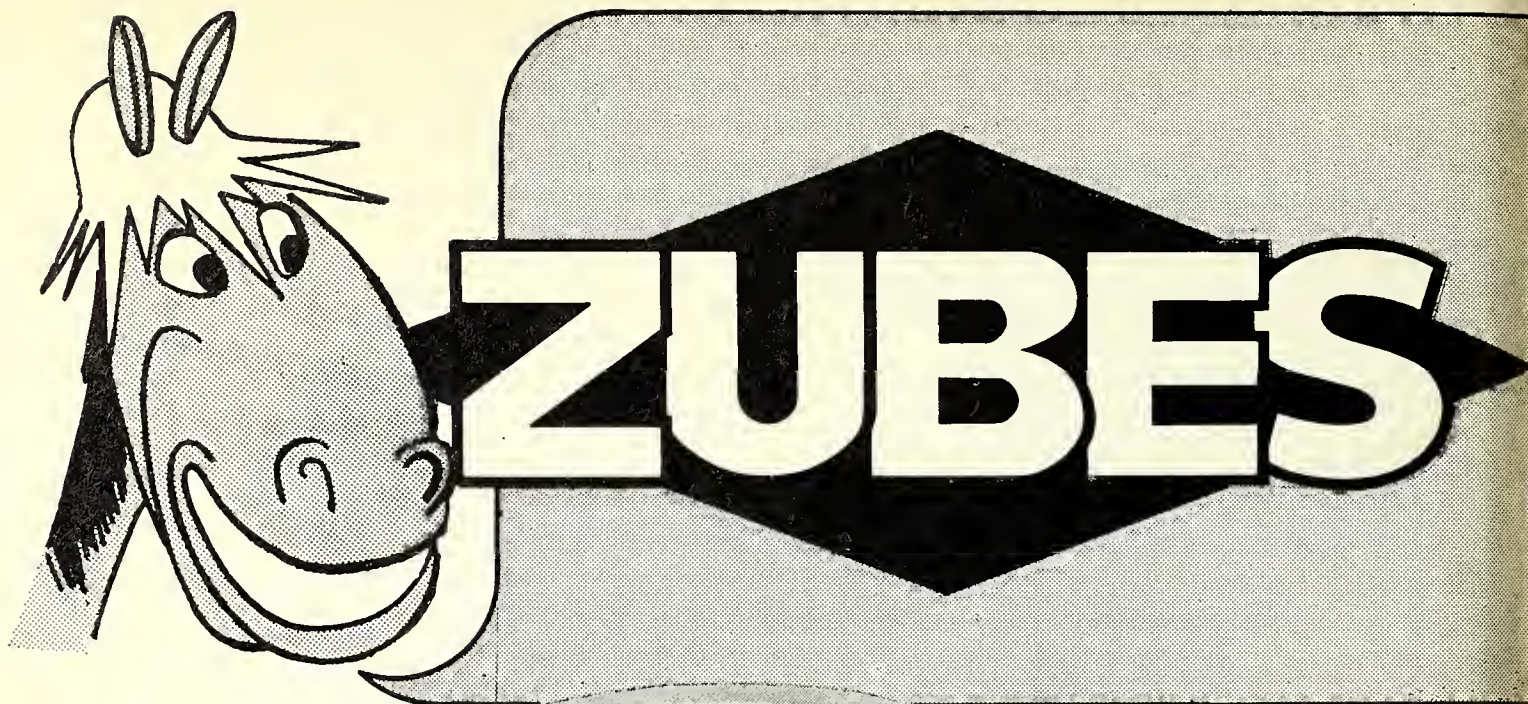
Ask your wholesaler.

BEATSON, CLARK & CO. LTD.,

Rotherham, Yorkshire. Tel: 0709 79141 Telex: 54329







**LEMON &  
HONEY  
SUMMER  
ZUBE**

**THE  
ORIGINAL  
ZUBE**





# ON TELEVISION

*From*

# JULY to NOV OVER 240 COMMERCIALS

on LONDON WEEKEND GRANADA YORKSHIRE HARLECH  
ATV MIDLANDS SOUTHERN AND SCOTTISH TELEVISION



Feel a  
little hoarse!  
GO SUCK A  
ZUBE!

**SPECIAL OFFER!** **SUPERB**  
**PORCELAIN ENAMEL**  
**NON-STICK SET**

VALUE

**£16**



See your local representative or write to:-  
Roberts Laboratories Ltd., Burnden Road,  
Bolton, Lancs.


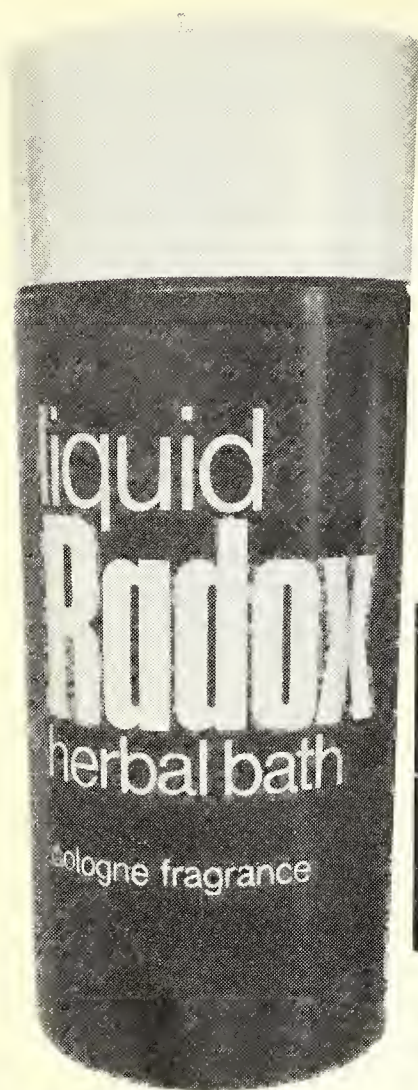
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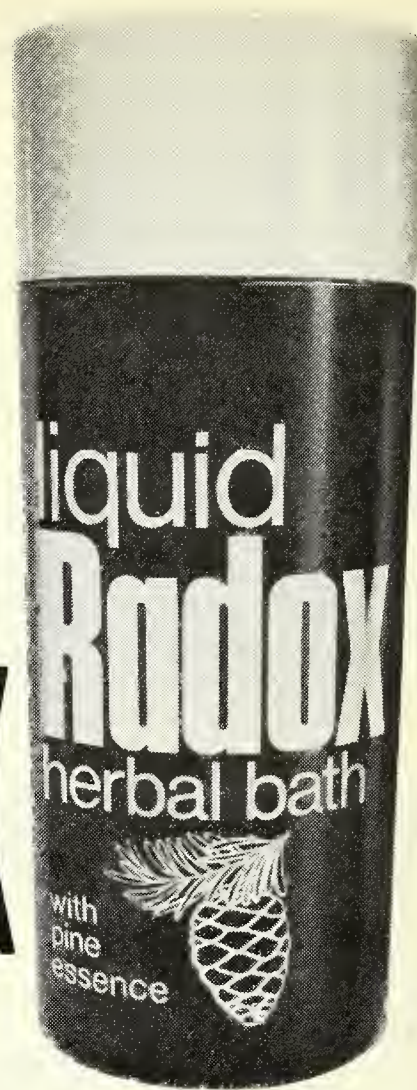
Offer expires 18th August 1973

MAKE SURE YOU HAVE A GOOD STOCK OF ZUBES





**liquid  
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# Comment

## Dosage instruction

A further welcome example of pharmacist involvement in the monitoring of patient medication is reported in the current *Journal of Hospital Pharmacy* (see p846).

In this case the patients involved were those requiring "minimal care" and they were taking their instructions from a medication sheet. Within a "tolerance" of  $\pm 20$  per cent of correct dosage, the authors report a 78 per cent success rate using this system.

Inevitably the question next to be asked is: How would the patients have coped with instructions written "on the bottle"? The results of such research could be applied not only to out-patient prescriptions, but also to general practice medication.

Work on these lines has already begun at Maryfield Hospital, Dundee, and Dr A. J. J. Wood, registrar in therapeutics, Dundee University, recently reported on the value of the pharmacist's involvement (*C&D* March 31, p406). Dr Wood told *C&D* this week that the research is still in the preliminary stages, but the early findings confirm the predictions.

Thus pharmaceutical involvement in dosage-instruction appears to be a worthwhile, if not essential, exercise. Staffing may dictate that the responsibility is exercised through the medium of the nurse in hospitals, but the pharmacist is still the person best placed to provide the necessary training. Certainly the finding that four-fifths get the dosage right four-fifths of the time is not good enough.

### Prescription shortcomings

In general practice, the obligation to explain dosage is undertaken routinely by the pharmacist—but he is often hindered by lack of information on the prescription.

This week the BMA is reported to have complained that doctors have not received sufficient guidance on writing prescriptions under the Misuse of Drugs Act to help them avoid breaking the law. At least one aspect—namely dosage—is regularly omitted by many prescribers, and it must be hoped that the new regulations will encourage the writing of *complete* prescriptions as a habit.

Only in that way will the prescriber's intentions stand their best chance of being followed through by the patient.

## The Price Service

During the next week, the July issue of the *C&D* Price List should reach subscribers. This is the *third* list to be published since the announcement of the value added tax rate just 3½ months ago, and it has at last been possible to put right the unavoidable shortcomings of the post-VAT lists.

Users of the Price Service will recall that the March List had more "purchase tax" prices than we would have wished because of the refusal of some major toiletries manufacturers to "anticipate" a 10 per cent VAT rate. Like us, readers will have been surprised at the number of companies still unable to produce price structures in time for even the May List—resulting in products being omitted from the main list and reintroduced through the Cumulative Supplements as their prices became available. The difficulties were made even more complicated by some manufacturers having "seconds thoughts" about their VAT calculations in the light of the prices standstill.

For the July List, however, we can report that there are only a few suppliers whose products are not included through lack of VAT prices. Where known, they have been approached again and as soon as details are to hand we shall publish them in the weekly supplement.

We have announced previously that the introduction of VAT prices, with all its problems, coincided with computerisation of the *C&D* Price Service, and a change from quarterly to bi-monthly publication of the main List.

This has been a major undertaking, and there have inevitably been a few "teething troubles". However, the system has now "digested" the VAT changeover and we can get down to making it provide the unbeatable pricing service for which it was designed.

May we ask all subscribers using the List in their businesses to draw our attention to any remaining errors or omissions they may discover so that these can be corrected in the supplements immediately.

But despite the problems, *C&D* has provided many more VAT prices, faster, than were available to the retail pharmacist from any other source. And we are now equipped to improve on the unrivalled service for which *C&D* has built a reputation.

## Books

### Unit Dose Drug Distribution Systems

*American Society of Hospital Pharmacists*, 4630 Montgomery Avenue, Washington, DC, USA. 11 x 8½ in. Pp.vi + 506. \$12.50

Unit dose drug systems in hospitals are claimed to increase the safety, efficacy and efficiency of medication delivery to the patient by reducing the possibility of error and promoting a more efficient use

of pharmacists and nurses. This book sets out to be a comprehensive reference on such systems and provide a broad view of the history, development, implementation and evaluation of the unit dose concept.

The book is divided into seven sections and mainly consists of reprints from the *American Journal of Hospital Pharmacy*. Specific topics covered include evaluations of various single unit drug packages; cost, safety and planning of unit dose systems; forms and records required; and the problems encountered by small, large, and specialised hospitals. An annotated bibliography is given.

### Beer making for all

James MacGregor. *Faber and Faber*, 3 Queen Street, London WC1. Pp 128, £0.60 (paper covered edition).

The reader is immediately plunged into how to make his own brew, albeit from purchased materials already partly processed—the easy way. The book then tells him how the manufacturers use "the hard way," and gradually takes the reader through more complex methods and ingredients until eventually he knows how to produce a first-class range of beers from the basic ingredients. Recipes for 13 types from lager to oatmeal stout are included.



# Professional News

Pharmaceutical Society of Ireland

## Economic survey: poor response from the community pharmacists

Community pharmacists' "indifferent response" to the appeal for factual information for the economic survey of pharmacy, caused expressions of disappointment at the monthly meeting of the Council of the Pharmaceutical Society of Ireland in Dublin on June 12.

The survey director, Dr Harrison, reported that too few replies, from a statistical viewpoint, had been received during the first two weeks. He urged that every effort should be made to encourage the remaining pharmacists to complete and return the forms immediately. Dr Harrison added that a tiny minority were not prepared to co-operate on grounds of confidentiality. He was of the opinion that a second appeal in writing would not produce much reaction and suggested that personal contact at local level was essential to achieve an adequate return.

Dr Harrison pointed out that while 320 pharmacists had made a financial contribution to the survey fund, fewer had answered the questionnaire to-date. He suggested that a series of meetings covering all regions be addressed by Council representatives or that key pharmacists in the various areas be contacted by telephone.

Dr W. E. Boles said it was obvious a survey would have no value whatever unless there was a 90 per cent response. A letter should be sent to each pharmacist participating in the general medical scheme and area representatives would have to be involved in order to encourage their colleagues. The reluctance of some pharmacists on grounds of confidentiality could be understood but at least they should be prepared to fill in the non-confidential part of the form.

### 'Delicate'

The president, Mr R. J. Semple, commented that it was sad so few pharmacists had considered it worth their while filling in the form considering that community pharmacists represented 60 per cent of the profession. While agreeing that the financial aspect was "a bit delicate", he had expected a better response. He believed the regions could still do much to stimulate interest. "Unless we get a 90 per cent response the whole exercise will be rendered useless—a waste of time and money and a black mark against the profession".

Mr Michael Shannon said that from discussions he had had with some pharmacists it was obvious that they had certain personal fears but by explaining the scheme he had been able to convince them

that their worries were unfounded. Mr J. P. O'Donnell said that while some pharmacists did not like disclosing financial matters he believed the time factor was more important. Mr M. F. Walsh also favoured sending a letter to each pharmacist. Consultation with colleagues was essential and he felt many pharmacists misunderstood the purpose of the exercise. Apart from being an economic survey it was also a man-power survey and would have an important bearing on medicines legislation.

Mr M. L. Cashman said that at first glance the document appeared to be a frightening one but it was not all that formidable. He suggested that a letter be sent to the most active pharmacist in each region asking that a meeting be called at which the questionnaire could be explained and an opportunity afforded to each pharmacist to fill in the form.

It was agreed to call a meeting in the near future to consider ways of ensuring a better response.

### College grant

At the outset, the registrar, Mr J. G. Coleman, read a letter from the Higher Education Authority notifying that a grant of £60,000 in respect of the year 1973-74 for the College of Pharmacy, had been approved. It enclosed a cheque for £45,000 and indicated that the balance would be forwarded later. Expressing the Council's appreciation of the grant, Mr J. E. Burrell, treasurer, said that he was the first holder of that office in the past 10 years to be able to report that they were now "in the black". Mr Burrell added: "We have an Authority who obviously appreciates the needs of higher education and it is only right that we should put this on record".

Mr R. J. Power congratulated the president and officers on having established a happy liaison with the new Authority. Supporting Mr Cashman was glad to see co-operation developing with those in charge of financing higher education. The president paid tribute to the work of his predecessors in helping to bring this situation about.

The president reported on a meeting between members of the Council and representatives of the Pharmaceutical Society of Northern Ireland. "We had a most cordial exchange of views and it is hoped that such meetings will become annual affairs," he added.

On the motion of the president it was agreed to send a letter of best wishes to the

President-elect of Ireland, Mr Childers, and expressing the hope that he would have a successful term of office. "We have known him so well over the years that it gives us great pleasure to congratulate him and wish him well".

Mr Cashman suggested that, coupled with their congratulations, they should also take the opportunity of expressing the Council's appreciation of the President-elect's work as Minister of Health.

The registrar reported that of the 20 students who had presented themselves for the May 1973 Licence Examination 14 had passed.

The president reported on developments to-date for the holding of the Pharmacy Congress in Ennis in October and said that the Clare Pharmacists' Association had decided to broaden the organising committee by including pharmacists from Clare, Limerick and North Tipperary regions.

Arising out of the Law Committee report, the inspector, Mr Patrick Cummins, stated that a pharmacist in the Kilmaine, co Mayo, area had retired on health grounds while another pharmacist from the same district was in hospital which meant that two pharmacies serving the Kilmaine-Clonbur-Cong region had closed. It was agreed that it would be desirable that a pharmacist should open a practice in the area to provide the necessary professional services.

Mr Power commented that an EEC directive stressed the necessity of having pharmacies based in locations where they were needed. If necessary the Government should offer incentives to ensure that each area was adequately serviced.

After the inspector had reported that two deaths had taken place recently through the misuse of weedkiller it was agreed that further representations should be made to the Department of Health to have the draft Regulations under the 1961 Poisons' Act implemented immediately.

A letter was read from the director of the Post Graduate Education Committee, Mr D. W. P. Boyd, reporting that arrangements had been made to deal with matters arising out of Council's decision to take over the drug education work previously undertaken by the Ireland-America Society. Following on the Council's undertaking to provide for additional secretarial and telephone services, the Committee had reached agreement on procedures for dealing with applications for lectures and film shows to adult audiences as well as for lecturers' remuneration and expenses. Mr Boyd also stated that his Committee intended to introduce a training scheme for lecturers in order to provide an adequate service in more remote areas. Council approved of the arrangements but indicated that they would wish to see the films proposed to be shown.

### Inadequate legislation

Arising out of the Practice of Pharmacy Committee, it was reported that the president had welcomed visitors from the Medical Union to the Society's headquarters recently and had outlined the position with regard to medicines legislation both in Ireland and in a European context. The president had been supported by other pharmaceutical representatives who drew attention to many of the inadequacies of the situation in the Republic compared with else-



where. Medical Union representatives had indicated that they would support in principle the views expressed by the pharmacists and had invited the Society to send a detailed memorandum on medicines' legislation for the guidance of their council.

The registrar reported on the deaths of Augustus Bourke, MPSI, Richard Counihan, MPSI, and William E. Thom, MPSI.

#### Death of Miss Cunniffe

The president reported that it was with a sense of shock and dismay that he had learned that morning of the passing of former Council member, Miss Laura Cunniffe. She had been a member of Council for many years and had been a great attender of meetings, taking a keen interest in all proceedings. She had taken a great interest in pharmacy in Galway and had always kept Council informed of pharmaceutical developments in the West. She had been asked on one occasion to become an officer of the Society but in her modesty had declined the offer. Had she accepted she would have become the Society's first lady president, but she preferred to stay in the background and serve pharmacy around the table. Many of her colleagues had called on her while passing through Galway and came away with lasting memories of her hospitality. The president said that Miss Cunniffe was also well known for her great social work in the charitable field, accomplishing much for the welfare of the poor.

Associating himself with the vote of sympathy, Mr O'Donnell said that Miss Cunniffe was an outstanding pharmacist of the highest integrity who had gained and retained not only the respect of her own profession but of the allied professions of medicine and dentistry. She had given generously of her time over the year and could have achieved the highest office in pharmacy. Her passing was a great loss to pharmacy in the West. "We all mourn her. She was the First Lady of Pharmacy; a genial host and we are all very sorry she is no longer with us."

Mr Walsh said her passing was an occasion of sadness for him. As a student in Galway, and later as a medical representative, and as a colleague on the Council, and even later, whenever he went back to Galway he had always called on her as had all her colleagues.

"We had good reason to know of her quiet dignity and quite outstanding generosity." As a Council member she was distinguished for unerring judgment and a devastating sense of humour in private. She preferred to work quietly for the causes she espoused so well. Those who had the opportunity of visiting her and being her guest and those who had visited Pharmacy Week in Galway in 1968 when she was president of the organising committee, would long remember her singular hospitality. She would be missed by all, especially by her sisters. Mr H. P. Corrigan associated himself with the remarks.

#### EEC developments

Mr Power reported on the latest pharmaceutical developments at EEC level and it was agreed that he and the registrar, Mr Coleman, would represent the Society at an executive committee meeting in Brussels on June 25. Mr John Burke would be representing the Pharmaceutical Union.

Mr Power added that a meeting of the

general assembly would be held on October 24 when member countries and observer countries would be represented. He was particularly anxious that the president of the Society should attend.

Mr Walsh asked what progress was being made with the pension scheme for pharmacists? Mr M. J. Cahill said that the pension provisions for pharmacists and employees had been taken up by 50 per cent of the membership. The death benefit scheme, however, had a condition attached that a 90 per cent acceptance should be forthcoming from members, but unfortunately the response was only in the region of 48-50 per cent. The company had also pointed out that the pharmacists who had applied to join the scheme were in the older age group and that young pharmacists were apparently not interested. Consequently they could not implement that portion of the proposed scheme on an actuarial basis.

When Mr Walsh remarked that the 50 per cent were entitled to consideration, Mr Cahill replied that on a strictly actuarial basis the company required a 90 per cent response from any definable group such as pharmacists. Mr Walsh suggested asking the company to accept a lesser percentage and Mr Cahill said he did not think they could do so without medical examination in each case. Insurance companies, he explained, did not deviate from certain principles. A positive reaction to a circular sent out last year had come from those in the older age-group, but single people and younger pharmacists had indicated no interest in the matter. Those were the people the company sought to make an equitable risk.

It was agreed to invite a company representative to meet members of the Council to discuss the position.

A letter was received from his private secretary acknowledging the Council's letter of good wishes to the *Tánaiste* and Minister for Health, Mr Corish, on his recent appointment to Government office and stating that a further letter would be sent as soon as possible regarding the question of a meeting between the Minister and representatives of the Society.

#### Register changes

The following changes of address were noted: Mrs Ellen A. Diggins, LPSI, to 32 Albany Road, Ranelagh, Dublin 6. Miss Anne Daly, MPSI, to Balveagh, Mullingar, Westmeath. Miss Angela Flynn, MPSI, to 33 St Mary's Road, Ballsbridge, Dublin 4. Miss Gertrude O'Keefe, MPSI, to 3 St Joseph's Drive, Montenotte, Cork. Mr Matthew Connolly, MPSI, to Main Street, Dungarvan, Co Waterford. Mr Robert J. McCullagh, MPSI, to 3 South Avenue, Mount Merrion, Co Dublin. Mr John R. Sleator, MPSI, to Knockroe, Clones Road, Monaghan. Miss Geraldine Kelleher, Asst, to 86 Palmerston Road, Dublin 6.

Elected members were: Patrick J. Coleran, Miss Martina Quinn, Miss Nora M. P. Brosnan, Mrs Kathleen Dockery. The Licence Certificates of Thomas M. Holly, Ebrahim Kara, Mary G. McHugh, Michael Fogarty and Hoosen Bayat were signed and sealed.

Mrs Loretta Angela Doyle (née Carolan), Asst, 87 Muckross Avenue, Dublin 12, was restored to the Register. Nominated for membership were Matthew Connolly, LPSI, Main Street, Dungarvan; John R. Sleator, LPSI, Clones Road, Monaghan; Gerrard A. Walshe, LPSI, Crossmolina, Co Mayo; Ebrahim Kara, LPSI, Terenure, Dublin 6; Thomas M. Holly, LPSI, Sandymount, Dublin 4; Mary McHugh, LPSI, Tallaght, Co Dublin, Patrick Conroy, LPSI, 49 Borris Road, Portlaoise.

A number of grants were passed for payment at a meeting of the Benevolent Fund which followed.

## Congress plans

Plans for the Irish Pharmacy Congress in Ennis, Co Clare, October 7-11, are beginning to take firm shape.

The provisional programme includes a banquet on October 7 at Bunratty Castle or Knappogue Castle. An Ecumenical Service will be held on Sunday, followed by lectures on pharmaceutical education, a scientific and a professional subject. The PSI annual meeting is in the evening.

Lecturers on October 9 will deal with the manpower survey and pharmaceutical services in hospitals. The afternoon will be free for golf, excursions. On Wednesday there will be a symposium on community care in relation to pharmacists and EEC developments. A lecture on pharmacy management is planned for the afternoon.

## Three-day golf outing

Over 90 players took part in the Irish Chemists' Golfing Society annual three-day outing at Galway. Results:— May 28 (ICI and Society prizes) Class A: S. Carroll (10) 36; R. Tierney (10) 35; T. Dooley (10) 35; J. Burns (12) 34; D. O'Connell (8) 34. Class B: M. Moloney (14) 30; M. Hennessy (15) 30; K. O'Dwyer (14) 30; D. Condon (15) 27; E. Connolly (16) 25. First 9: F. O'Brien. Second 9: P. F. Twohig. May 29: (President's, Con Collis, trophies) 20 year class: P. F. Twohig. All comers: D. O'Connell. Class A: P. Hayes (10) 35; T. Dooley (9) 33; D. O'Connell (7) 33; P. Delaney (6) 33. Class B: M. Moloney (12) 37; G. Golden (12) 36; V. Cronin (12) 34; M. O'Connor (15) 32. Class C: F. Reen (18) 30; T. McAuliffe (18) 29; M. O'Shaughnessy (17) 29; T. Dempsey (17) 28. May 30: (Captain's day) Captain's prize: M. Guerin (9) 37; L. Dolan (12) 33; S. Carroll (8) 33. Class A: G. Golden (10) 32; T. Dooley (8) 31; J. Hanley (8) 31; P. Delaney (5) 30. Class B: M. Barrett (12) 32; J. Burns (11) 32; J. Burke (12) 21; L. Kiernan (13) 13. Class C: J. Hegarty (15) 32; M. O'Shaughnessy (16) 27; M. Moloney (16) 27; C. O. Greene (15) 26. Class D: M. Corbett (18) 29; J. Hogan (18) 26. Past captain's prize: J. T. Foley (18) 28.

## Assistants' Examination

Results of the Assistants' Examination conducted by the PSI in June were:

Pass: Boylan, Mary Elizabeth; Breen, Anne Mary; Britton, Clare Patricia; Browne, Catherine J; Casey, Elizabeth; Cassidy, Mary C.; Cope, Denise K. M.; Coyle, Ann T.; Dagg, Jennifer M.; Fitzsimons, Freda; Feeley, Teresa M.; Foley, Kathryn E. M.; Furlong, Philomena; Gleeson, Sheila M.; Hughes, Mary F.; Keohane, Angela; Lillis, Mary M.; McCarthy, Mary E. J.; McCarthy, Geraldine; McInerney, Maria M.; McMahon, Bridget Mary; Molloy, Martha; Murphy, Mary; O'Shea, Barbara M.; Ryan, James J.; O'Shea, Barbara M.; Ryan, James J.; Tynan, Marguerite; Walsh, Margaret Mary; Walsh, Maria T.; Walsh, Nancy. Section (A): Kelly, Ann Elizabeth; McConnell, Elmer C.; McDermott, Majella.

Section (B): Brady, Deirdre; Courtney, Mary M.; Fennell, Anne; Judge, Marcella; Lator, Patricia Ann; Morgan, Cora M.; Walsh, Anne M. A.





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## PHILIPS





# The franchise system in pharmacy-1

M. Feather and T. G. Booth, Pharmacy Practice Research Unit, Postgraduate School of Studies in Pharmacy, University of Bradford

Franchise may be defined as "the right granted to an individual or group to market a company's goods or services in a particular territory"<sup>1</sup>.

Many commodities are, or have at some time been, sold by franchise including photographic goods, cosmetics and toilet preparations.

Since the sale of toilet and cosmetic requisites accounts for a greater proportion of chemists' counter turnover than any other class of goods (in 1968 45 per cent of the whole<sup>2</sup>), this is of most interest to the pharmacist. Considerable discrepancy is shown in estimates of the total value of toilet and cosmetic preparations sold in the UK. This is probably due, in part, to variations in the range of goods included in different surveys.

The Family Expenditure Survey<sup>3</sup> includes toothpaste, tooth brushes, shaving soap, hairbrushes, razors, toilet paper, etc. in Group 72 "Toilet requisites, cosmetics, etc", and table I shows the increases in expenditure over the last three years, compared with total expenditure.

According to figures given at a management seminar organised by the National Cash Register Co, the spending on "health and beauty aids" increased by 35 per cent between 1966 and 1970 (an average of 9 per cent per year)<sup>4</sup>.

## Slow growth

*Retail Business*<sup>5</sup> indicates an increase of sales of selected cosmetics and toiletries of only 4 per cent per year on average from 1966 to 1970 and forecasts only slow growth in the market, with least occurring in "economy" cosmetics, but with greater growth potential for medium and premium priced brands.

At a symposium held by the Society of Cosmetic Chemists<sup>6</sup> it was stated that the cosmetics market was "almost at a standstill at present" and predicted that it was only likely to increase with population growth. However, despite the prospects of relatively little expansion, the comparatively wide profit margins on these goods have proved attractive to stores, supermarkets, and discount (cut-price) houses, all of which operate on a much smaller overall profit margin. In supermarkets for instance, it has been reported that "health and beauty aids" produced on average, 20 per cent profit, against 9.4 per cent on dry

groceries, and the profit per cubic ft was £15.7 against £6.3<sup>7</sup>. By selling more of the higher profit margin commodities, the overall profit will be increased, at the same time increasing the profitability of the space occupied. Direct selling organisations have also helped to contribute to a fall in the independent chemists' share of the market.<sup>5</sup> The franchise system incorporates some of the marketing techniques employed by these competitors and offers an alternative to others.

## Selection of outlets

Franchising is based upon the limitation of the number of outlets, as opposed to a "free for all" system of distribution.

In granting a franchise, objective considerations such as the geographical situation of the premises with respect to population density and proximity of other agencies are important.

Subjective factors such as the condition of the premises, "dealer enthusiasm", other lines carried by the retailer, etc., are usually taken into account.

In most selections, the assessment is made by the franchisor's representative for the area concerned. Some statistical methods have, however, been used in an attempt to avoid the selection of non-viable outlets<sup>8</sup>, and Bourne has listed "rules" for the guidance of companies setting up a franchise system<sup>9</sup>. Selection of the most suitable outlets is as important to the manufacturer as to the retailer. The number of retail outlets is not necessarily representative of the volume of trade<sup>10</sup> and the appointment of too many agents will result in a smaller share of the market for each of them and will increase the manufacturer's distribution costs. The prospective franchisee may have to rely upon the manufacturer's experience in assessing the sales potential of a particular franchise. Although a reputable manufacturer is unlikely to grant a franchise unless he considers that the venture will be successful, the retailer must beware of manufacturers who grant a large number of franchises which only result in increased stock with no significant increase in profit.

"Pyramid" selling has recently brought the term franchise into some disrepute. Here franchisors sell rights to others to sell the company's product, and often no regard is paid to the number of outlets.



Miss M. Feather



Dr T. G. Booth

In the cosmetics and toiletries market, a manufacturer-retailer agreement is most usual, although different systems are often employed for other commodities<sup>12</sup>. Wholesaler-retailer franchises may be established, either the wholesale organisation being owned by a group of retailers (co-operative type), or the wholesaler being independently owned and the retailers entering into a voluntary franchise with the wholesaler (voluntary trading organisation). The formation of a VTO for independent pharmacists in the UK has been advocated<sup>13</sup>. Welzel recently outlined the operation of various drug franchising schemes in the USA<sup>14</sup>.

The terms of an agreement between manufacturer and retailer show considerable variation but usually stipulate that the goods may only be sold from a particular set of premises. This precludes the retailer from selling through branch premises except by specific arrangement with the manufacturer, or from supplying other retailers. It therefore protects against distribution through unauthorised outlets, except for sales of bankrupt, surplus and fire-damaged stocks, etc, over which no control can be exercised.

A minimum basic order may be required from a new franchisee. This may take the form of a minimum cash transaction, or may entail the purchase of a basic range of goods. The disadvantage of this arrangement to the retailer is that he may have to buy a larger amount of stock than he requires, or some slow-moving stock. The availability of a comprehensive range of products does, however,

Table 1: Cosmetics and Toiletries weekly expenditure per household and total UK market 1968-71

Year	Expenditure on cosmetics & toiletries	% of total household expenditure	Average no. of persons household	UK population (thousands)	Total market £ m
1968	25.7	1.0	2.960	55,282	249.6
1969	26.9	1.0	2.960	55,534	262.4
1970	30.3	1.1	2.946	55,711	298.0
1971	33.0	1.1	2.899	56,047	331.8

Sources: Family Expenditure Survey (Item Group 72 and total), Annual Abstract of Statistics

Continued on p866



Continued from p865

ensure wider variety of choice for the customer and the profit margins are usually sufficiently wide to offer some compensation for the retailer. It also precludes sales through outlets which would only want to select a limited range of fast moving merchandise from a manufacturer's goods. This general principle, however, may not always apply, as indicated by the recent announcement by Dorothy Gray Products Ltd of the setting up of a toiletries division, aimed at wider distribution, in addition to the Dorothy Gray cosmetics franchise<sup>15</sup>.

Once the franchise has been granted, the manufacturer may assist the retailer by replacing out-dated stock, or allowing generous credit for returned items. This applies particularly in the case of more "exclusive" cosmetics and toilet preparations where the sale of shop-soiled or discontinued packs may have an adverse effect on the brand image of the product. Difficulty may be experienced in obtaining payment from some manufacturers for returned stock, as one recently reported case indicates<sup>16</sup>.

The manufacturer may supply display material and in return require a minimum amount of space to be devoted to the display of his product. Advertising may be linked to a major national or regional campaign, the retailer's name being featured.

Free training of the dealer's staff may be provided, or a "consultant" may be supplied for a short time, or even on a permanent basis to a large outlet. In meeting the challenge of direct selling organisations, the importance of well-trained staff with a thorough knowledge of the product cannot be over emphasised.

### Survey of current agreements

In an attempt to offer some guidance as to the advantages and disadvantages of various agreements we have contacted a wide variety of franchisors and dealers. Only a 33 per cent response was received from the thirty manufacturers approached, but those who replied to our inquiry were most helpful, although for obvious reasons did not wish to be identified with any specific details in this report.

Significant differences in both the form and the terms of the agreement were noted. Agreements which were signed by both parties and which clearly stated the obligations of each were in the minority. Such agreements were usually confined to the more expensive ranges of products, but they did appear to provide services most advantageous to the dealer with respect to limitation of number of outlets, assistance with stock control, return and replacement of stock and the provision of advertising and display material. The conditions for continuance, transfer or termination of the agreement, by either party were also clearly stated. Israeli regards the inclusion of this type of clause as most important since many disputes have arisen where the duration of the agreement has not been defined. (See Israeli, D., *Franchising and the Total Distribution System*: Longman, 1972).

Most franchisors informed their distributors of the terms they were expected to accept as a condition of appointment, either by letter, or by means of a printed document which sometimes formed part of

an invoice or price list. Such "conditions of sale" were often automatically accepted by receipt of goods and a formal acquiescence by the dealer was not usually required. Where the information was communicated by letter to each dealer, it was generally found that conditions such as to the size of the initial order and minimum turnover required were flexible and related to the size of the particular outlet. In general, the annual turnover expected varied from £50 to £150 a year in the medium price ranges and up to £300 for the more expensive products. In terms of stock turn, manufacturers' estimates of viability ranged from a six times stock turn to one stock turn a year (this latter being equated with £150 value of goods supplied at wholesale prices). Although a minimum initial order was usually required the actual size was variable and only one manufacturer indicated a fixed value (£230 at wholesale prices) to be applied in all cases. Sometimes a "representative selection" of products had to be accepted and/or maintained. The minimum value of re-orders was generally £10, but some companies would accept smaller orders if the dealer paid carriage. This cannot be considered unreasonable in view of distribution costs.

### Franchisor's rules

Franchisors usually accepted for repayment, stock returned when they themselves closed an account. Manufacturers of the more "exclusive" products insisted that all goods bearing their name were returned on termination of the agreement. Only one franchisor expected the dealer to sell off the remaining stock "at reduced prices if necessary" and also applied this policy to outdated stock. In general, however, manufacturers prefer to maintain the "image" of their products and most stated their willingness to accept return of stock on closure and also outdated or damaged goods. In most cases saleable items were subject only to a small handling charge (usually 10 per cent of cost) for out-of-date or damaged stock the allowance was normally reduced. Stock which became outdated during normal course of trading (that is other than on closure of the agency) was usually credited in full, as was any damaged whilst on display. A handling charge was only to be applied if damage was caused by the dealer's negligence.

Display material such as show-cards and testers were supplied free of charge in all cases. Some companies provided printing blocks for dealers' use in local newspapers. Others preferred to confine advertising solely to maintaining brand image through national newspapers and magazines. In a few cases, the franchisee had to agree to display the goods in a prominent position in the shop and window, and many retailers found that this could lead to disagreement between themselves and the franchisors' representatives. Occasionally the facilities required were defined in detail in the agreement, were quite extensive and could seriously limit the retailer's control over the arrangement of goods on his own premises. Representatives of such franchisors were often inclined to adopt a dictatorial attitude with regard to the enforcement of display of their products.

Dealers with whom we discussed franchise agreements expressed general satisfaction with the conditions. Resentment

most frequently resulted from undertaking to accept "all new products and promotions" of the company. This clause was not often included in an agreement, but where it did apply it was the experience of dealers that large quantities of goods were sent to them at frequent intervals and without any prior consultation. The manufacturer appeared to be increasing his own sales by introducing new lines or re-designed packages without any regard to the dealer's volume of trade.

Whatever the form of agreement entered into we *strongly* recommend that any prospective dealer obtains a clear statement of the conditions which will apply before he accepts the franchise.

### Legal

The salient legislation is contained in Acts controlling resale price maintenance, restrictive trade practices, and monopolies and mergers.

The RESALE PRICES ACT 1964 prevents any supplier withholding or refusing to supply goods to a dealer solely on the grounds that the latter has sold, or intends to sell, below a minimum price. If the supplier wishes to claim exemption from the provisions of the Act, he must give notice to the Registrar of Restrictive Trading Agreements. He is then able to maintain the resale price until such a time as the Restrictive Practices Court refuses to make an order exempting him from the provisions of the Act. The Restrictive Practices Court must decide whether it is in the interest of consumers or users that resale prices be maintained.

Few orders have been made by the Court, notable exceptions being the cases of books, footwear and medicines<sup>17</sup>. For both "ethical" and proprietary medicines it was considered that the number of retail establishments selling the goods would be reduced and for "ethical" products that the quality and variety available would also be reduced unless prices were allowed to be maintained.

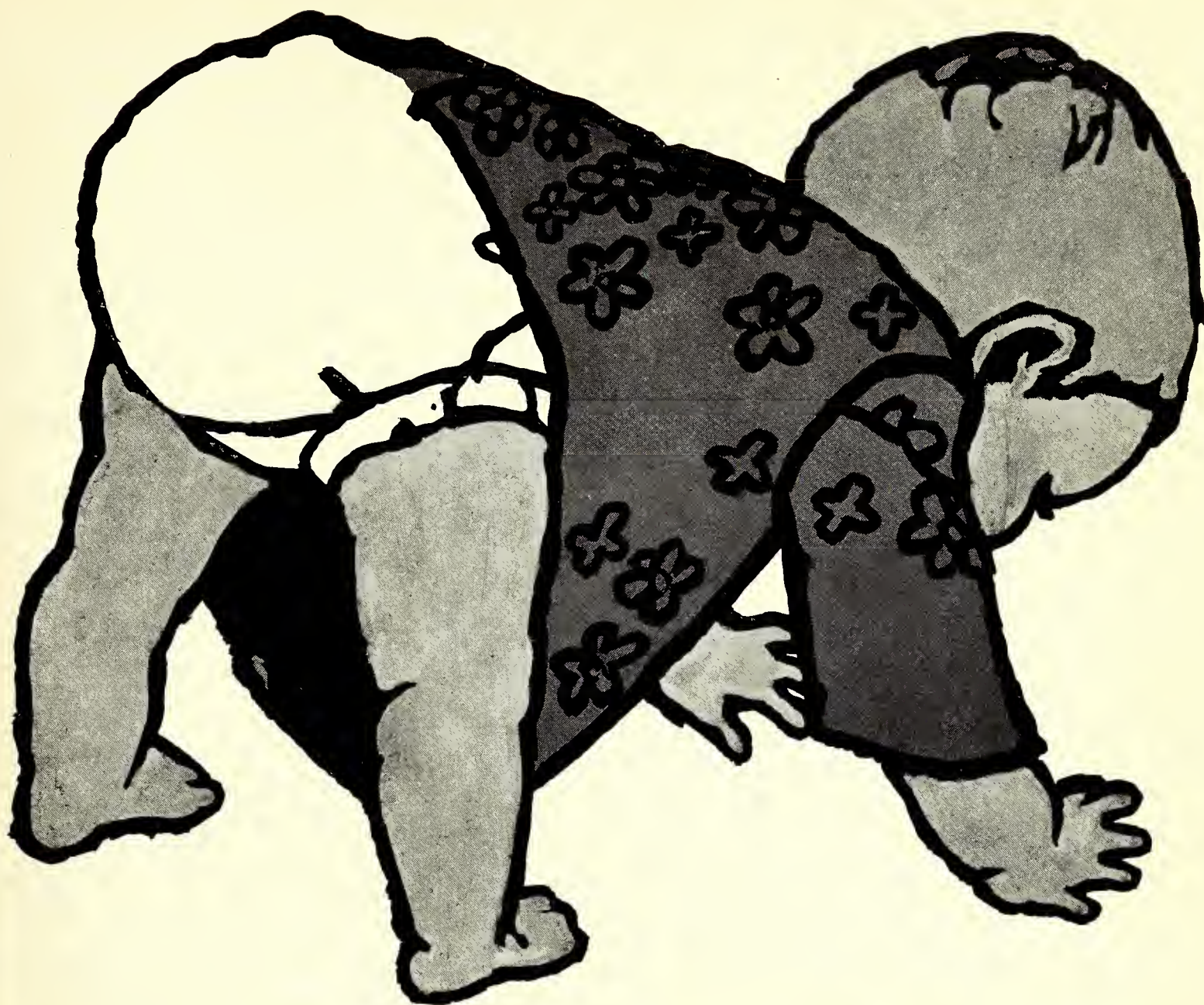
Although the Court gave judgment against manufacturers of cosmetics, who abandoned their defences during the hearing<sup>18</sup>, a manufacturer may still refuse to supply a retailer if his goods have been used as a "loss leader" during the previous twelve months.

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To be concluded





# It's about to be exposed.

In women's magazines.  
During the summer,  
lots of mothers will be  
reading about Snappies – the  
baby pants' with Actifresh,



a unique safeguard against germs.

And lots of mothers  
will be asking for Snappies.

So don't get caught with  
your pants down.

**Marigold**  
**Baby Pants**



## PRICE INCREASE NOTIFICATION

Due entirely to the depreciation of the exchange rate between the £ sterling and the Dutch guilder, it becomes necessary to generally increase the selling prices of ROTER tablets.

The new prices become operative on all despatches made on and after 2 July 1973 and are given below.

In arriving at our new prices we have based our calculations on allowable costs which are within the Government's Phase II (Counter-Inflation) programme and they have been approved by the D.H.S.S. under the Voluntary Price Regulation Scheme.

### New Prices – Roter Tablets

Size	Trade Price Each £	Retail Price Each Excl. VAT £	Retail Price Each Incl. VAT £
Roter 20	19p	26p	28½p
40	36p	48p	53p
120	1.02	1.33	1.46
500	3.94	5.20	5.72

F.A.I.R. Laboratories Ltd  
179 Heath Road Twickenham

### New Prices – Enzyme Products

Product	Size	Trade Price Each £	Retail Price Each Excl. VAT £	Retail Price Each Incl. VAT £
COLIACRON	6	1.18	1.53	1.68
	25	4.51	5.81	6.39
INTERACTON	6	1.14	1.48	1.63
	25	4.30	5.65	6.21½
RHEUMAJECTA	6	1.14	1.48	1.63
	25	4.39	5.68	6.25
VASOLASTINE	6	1.18	1.53	1.68
	25	4.63	6.03	6.63
	100	17.32	22.24	24.46
OCULUCIDON VETERINARY	6	1.18	1.53	1.68
	25	4.63	6.03	6.63

Enzypharm Biochemicals Ltd  
179 Heath Road Twickenham



# Statutory Committee issues 'reprimand' for supply to poisoner

A pharmacist and his company have been reprimanded by the Statutory Committee of the Pharmaceutical Society for unlawfully selling poisons to Graham Frederick Young, who was sentenced to life imprisonment last year for the murder of two work-mates, the attempted murder of two others and for administering poison to two further people.

The company, John Bell & Croydon, Wigmore Street, London W1, appeared before the Committee following conviction in December 1972 on five offences. Mr M. P. Bridger, superintendent pharmacist, and Mr A. E. Kearne also appeared.

Mr Peter St. John Howe, solicitor for the Committee, said there were sales of poisons to Young on two occasions—April 24 and June 5, 1971. On the first occasion, Mr Kearne, who served him, said he had received a written authorisation for the poison, antimony potassium tartrate. It was the poisons bought on the second occasion that were used in the tea of Young's work-mates.

## Facts in dispute

Mr Howe said there was a dispute as to whether Young had ever produced a form of authorisation. Mr Kearne claimed the note was headed London University, Bedford College, and signed by a Professor Johnson, who did not exist. There was also a dispute as to whether Mr Kearne made the second sale.

The chairman, Sir Gordon Willmer, said the Committee found that Mr Kearne was involved in both transactions but had undoubtedly been taken in by a plausible rogue. Mr Kearne had, however, departed from the statutory requirements concerning dangerous poisons and was guilty of misconduct. He was, therefore, reprimanded.

Sir Gordon said the Committee was taking no action against Mr Bridger who was not present at the transactions. But the company must take responsibility for Mr Kearne's fault, and was reprimanded also.

The Committee reprimanded and cautioned Mr George Wright after hearing that he had gone on a working holiday as a locum, leaving his own pharmacy in Monekton Road, York, in sole charge of an unqualified assistant. A Society inspector visited the shop, and was served a pronged balsam containing poison by a 14-year-old girl who had been allowed into the shop to keep the woman assistant company.

The chairman commented: "It seems almost incredible that a chemist of Mr Wright's age and experience should have been guilty of such apparently irresponsible conduct."

Mr David Kirk, director of Smiths Chemists (Medway), Maidstone Road, Chatham, was also reprimanded. He was said to have left his pharmacy in Canterbury Street, Gillingham, without qualified staff

on Saturday afternoons between February and July 1972. On one occasion a young assistant at his Canterbury Street, Gillingham, shop sold Metatone to a Society inspector.

Mr B. Stignant, for Mr Kirk, said he was a keen, energetic pharmacist and a credit to the community. He asked the Committee to regard the incident as "isolated".

Another reprimand was administered to Mr Prentice, Coggeshall, Essex, convicted in a magistrates court of a number of infringements of the Pharmacy and Poisons Act and other regulations.

The chairman said they had been left with the impression that the case had been "rather blown up", to a size it did not deserve. But the facts showed that it was time Mr Prentice, who had carried on a flourishing village practice for more than 20 years, was pulled up and taught a lesson. "And it seems he has learnt his lesson", said Sir Gordon. He added: "Maybe village life is a little more easy going than town life; maybe village pharmacists get away with minor infringements more easily than those in towns."

Mr Prentice had never been pulled up by any of the Society's inspectors in all the years he had been in business until the discovery of various omissions in his book-keeping. A number of the offences resulted from his failure to record poison sales. The same book was used as the Dangerous Drugs and poisons register. While Mr Prentice meticulously made entries in the Dangerous Drugs section, he omitted to complete the poisons section.

## Sales of cyanide

Two other offences related to the sale of potassium cyanide to customers who wanted to destroy wasps nests. Mr Prentice made these sales oblivious of the fact that the Poisons Rules were amended in 1972 to forbid the sale of this poison except in special cases.

The more serious aspect of the case was the sale by Mrs Prentice, who assisted her husband, of two preparations containing Part I poisons and a third, which should not have been sold without a prescription. These sales, test purchases by an agent for the Society, were made in the temporary absence of Mr Prentice. They resulted in his conviction on eight charges, five of them concerning the labelling of the preparations.

Mr Prentice told the Committee that he was also an optician. On the occasion his wife sold the preparations he was out of the main pharmacy attending to a woman, who had broken the lens of her spectacles. His wife was under the impression that as long as he was on the premises, she could sell preparations containing Part I poisons.

Mr Prentice said he had no idea he had to record a double entry. No other inspector had pointed this out to him.

Mr M. H. Sharp faced allegations that on a number of occasions an inspector had drawn his attention to the need for proper supervision of Part I poisons at his shop in Tring High Street, Herts. He was reprimanded.

Inspector Mr W. Rhodes said that in April 1972 he found that Mr Sharp had transferred the dispensary down a short flight of stairs and along a corridor to the back of the premises. It was some 20 feet beyond the counter containing the Part I poisons. He pointed out that he did not think the layout permitted adequate supervision of the sale of those poisons. He reported the matter and the chief inspector wrote a letter to Mr Sharp containing a final warning on April 20.

On June 22 he called again, and found that the dispensary was still situated downstairs. There was a young lady serving at the poisons counter and he asked her for some Kwells. This was sold to him without Mr Sharp being present. The assistant told him that Mr Sharp was in the restaurant upstairs having his lunch.

Mr Sharp told the Committee that he had now moved all his Part One poisons into the dispensary and had made supervision of their sale foolproof.

The Committee deferred its decision on a pharmacist who appeared following his conviction on four charges of theft and falsification of accounts. He had been given a suspended prison sentence.

## Letters

### Multiple-patient scripts

Mr Silver (last week, p813) deserves sympathy and support and is to be congratulated in calling for co-operation from members of a profession noted for the vigour with which it champions its causes and for the success it achieves.

In an age of violence it would be good to have an end put to this violation of the Health Service, and the pharmaceutical profession could point with pride to its efforts in bringing it about.

Let us all go forward and sort out this thing.

L. B. Alter  
Eastcote, Middlesex

### Business courtesy

I note and sympathise with Mr Hook about his future dealings with Max Factor (June 16, p803). I have already had trouble over my first order posted to them in February but not delivered until April. I had to write to find out what was happening. However, Mr Hook, I will be interested to know whether you get a reply. If you do, then don't be fooled—just wait until your account goes adrift! On one occasion it took me over a year to sort out my accounts with them.

Lo and behold, since the new deal arrived it looked for a moment as if the

Continued on p870



Continued from p869

whole ghastly series of errors was going to start all over again. On this occasion I got it put right straight away by writing the rudest business letter I have ever written. Payment was acknowledged but no letter.

Of course, the doubtful pleasures of writing letters which are either completely ignored or are slowly replied to are not the sole prerogative of Max Factor.

In recent months I have been in correspondence with Gray Products to have some Perfemina uplifted. No reply! The NPU and myself spent some interesting months trying to get £3 owing to me from Chesebrough-Ponds. I did not get a reply until the NPU came on the scene. Then success!

On an entirely different tack even the Pharmaceutical Society have been laggardly in their replies.

It seems that the day of big brother in business is arriving rapidly and normal business courtesies are fast disappearing. The brand new value added tax authorities from Southend are taking a long time to either pay up or to enter into correspondence over their claim forms.

Yes, Mr Hook, I do sympathise with you most heartily and I can only hope that your letters and mine will have some effect in attempting to redress what is a very unsatisfactory situation with many firms with which both you and I deal.

**J. S. Anderson**  
Newcastle upon Tyne

## Salaries

I read the article "How much pharmacists can earn" (C&D, p763) with some amazement. Are pharmacists unaware of money earned in other non-professional fields?

Let me instance a few. The plumber who installed central heating in my house, frequently takes home in excess of £90 in one week, and will not work on Saturday or Sunday. His employers did in fact, inform me that the basic pay for plumbers in our area is £60 per week.

I have seen advertisements for bricklayers in our local paper, the rates offered are £20 per 1,000 bricks laid. An experienced man can lay 1,000 in a day. Do not forget too that his materials are prepared and brought to him by others. Welders on the gas pipe lines are earning up to £150 per week. Various lorry drivers have shown me their pay-slips. The amount varied between £60 and £80 per week.

I would further like to know, where, among these occupations, would you find one person to turn out on a Sunday, nominally for one hour, but practically for as long as needed, for the magnanimous sum of £2.

I would be interested to hear other pharmacists' views, of which I am certain, there are many.

**S. G. Astbury**  
Betchton, Cheshire

## Coming events

### Advance information

Gottlieb Duttweiler Institute, Zurich, September 5-7, Study conference "Opportunities in retailing". Details from Mr H. Bohrer, 6 Museum House, Museum Street, London WC1.

# Market News

## MENTHOL TAKES OFF

London, June 27: One of the few features in the markets in the past week was the rapid rise in rates quoted for Brazilian menthol. The prices were fully £0.50/kg more than in the previous week, caused, it was said, by shortage of stock at origin at a time when there has been a sudden late demand. Other products which registered a sharp price increase were pepper and nutmegs, the former due to the higher value of the Malaysian dollar.

The inflationary conditions which seem to prevail in most countries is affecting offers for new crops. Shippers are understandably reluctant to quote ahead too far in case by the time the goods are ready to ship their costs have risen beyond the price they have offered and therefore have to sustain a loss. All the American drugs are in this category and European suppliers of botanicals are likewise silent. Among the few changes in price during the week were ipecacuanha, down £0.10/lb; while Cape aloes, balsam Peru, and benzoin were all dearer. In aromatic seeds, celery, dill and fenugreek were all dearer for shipment.

In line with dearer menthol, Brazilian peppermint oil was up £0.15/kg at £2.00 spot and cif.

### Pharmaceutical chemicals

**Adrenaline:** (per g) Synthetic 1-kg lots £0.59; 500 g £0.067; acid tartrate, £0.044 and £0.05.  
**Ammonium bicarbonate:** £55 metric ton delivered; carbonate lump and powder £88.20.  
**Bemegride:** BPC £16 kg.  
**Benzamine lactate:** 1.5 kg lots, £95 kg.  
**Benzocaine:** 50-kg lots £1.68 kg.  
**Bismuth salts:** £ per kg.

	12½-kg	50-kg	250-kg
carbonate	5.38	5.20	5.15
salicylate	4.53	4.30	—
subgallate	4.83	4.60	—
subnitrate	4.87	4.65	4.60

**Bromides:** Crystals (£ per kg).

	12½-kg	50-kg	250-kg
Ammonium	0.52	0.43	0.40½
Potassium	0.47	0.38½	0.36
Sodium	0.46	0.38	0.35½

\*Powder plus £0.02.

**Dienoestrol** 5-kilo lots £0.07 per g.  
**Digoxin:** 25-kg lots £2.30 per g.  
**Dimidium bromide:** 5-g lots £3.20 g.  
**Hydrogen peroxide:** 35 per cent, £149 metric ton.  
**Hydroxocobalamin:** £3 per g.  
**Hyoscine hydrobromide:** £314.14 kg.  
**Hyoscyamine sulphate:** (100-g lots) £59 kg.  
**Hypophosphites:** £ per kg.

	12½-kg	50-kg
Calcium	1.14	1.06
Iron	2.35	2.27
Magnesium	1.98	1.87
Potassium	1.57	1.45
Sodium	1.27	1.17

**Iodides:** (per kg) Potassium £2.16 (50-kg lots) £2.14 (250-kg); sodium £2.75 (50-kg).

**Iodine:** Chilean crude £2.08½ per kg; resublimed £2.87 in 50-kilo lots.

**Neomycin sulphate:** BP 5-g £27.50 g.

**Paracetamol:** 1-metric ton lots £1.17 kg; 5-ton £1.14 kg. For direct compression £1.27 and £1.24 kg respectively.

**Parachloro-meta-xyleneol:** 50-kg lots BPC £0.94 kg.  
**Penicillin:** Potassium, sodium or procaine, sterile £9 per 1,000 Mu for 5-25,000 Mu lots.  
**Potassium acid tartrate:** BPC £453 per metric ton.  
**Potassium citrate:** £353 per metric ton.  
**Stilboestrol:** BP in 25-kilo lots £33 kg.  
**Streptomycin:** £11 kg base; dihydrostreptomycin £11.50 kg base.  
**Strychnine:** (kg) alkaloid £12.25; sulphate and hydrochloride £10.50.

### Crude drugs

**Aconite:** Spot £1,250 metric ton; £1,200, cif.  
**Agar:** (lb) Nominally £3.50 kg.  
**Aloes:** (metric ton) Cape spot and shipment nominal, Curacao £710; £650, cif.  
**Balsams:** (kg) **Canada** £4.75 nominal; shipment £4.50, cif. **Copaiba:** BPC £1.20 Para. £0.90, Peru £2.25; £2.15, cif. **Tolu:** BP £1.70, spot.  
**Belladonna** (metric ton) leaves £320 spot; £315 cif. Herb £270; £225, cif. Root, £410 spot; £390 cif nominal.  
**Benzoin:** BPC £50-£55 cwt spot; £49-£55 cif.  
**Buchu:** Spot, old crop £2.20 kg; new crop £2.00, cif.  
**Camphor:** Formosan BP £1.86 kg, cif.  
**Cardamoms:** (Per lb cif) Alleppy greens No. 1 £1.30; prime seeds £1.30.  
**Cascara:** New crop offers awaited.  
**Cassia:** Ligneae, whole £1,200 metric ton, cif.  
**Cherry bark:** New crop offers awaited.  
**Chillies:** Zanzibar £600 ton spot; Nigerian £375, cif.  
**Cinnamon bark:** Seychelles £435 ton, cif.  
**Cinnamon quills:** four O's £0.25 lb; quillings £0.19 lb, cif.  
**Cloves:** (cif) Madagascari £1,620 ton; Ceylon £1,750; Zanzibar £1,780.  
**Cochineal:** Tenerife black-brilliant £7.10 kg spot; £7.00, cif; silver grey £6.65, cif. Peruvian £6.00, cif.  
**Cocillana:** Spot £700 metric ton.  
**Colocynth pulp:** Spot £720 metric ton.  
**Dandelion:** Root £550 metric ton spot; £530, cif.  
**Gentian:** Root £565 metric ton spot; £545, cif.  
**Ginger:** (ton cif) Cochin £300; Nigerian split £365; peeled nominal. Jamaican No. 3 £870, Sierra Leone nominal.  
**Gums:** Acacia nominal. Karaya No. 2 faq £27 cwt. Tragacanth: Nominal.  
**Henbane:** Niger £1,500 metric ton, cif.  
**Honey:** (per ton in 6-cwt drums ex-warehouse) Australian light amber £446.50, medium £436.50. Australian £470. Chinese light amber £430.  
**Hydrastis:** Spot £3.40 lb; £3.25, cif, nominal.  
**Ipecacuanha:** Costa Rican £1.70 lb spot; £1.65, cif.  
**Jalap:** Mexican tubers £1,500 metric ton.  
**Kola nuts:** West African halves £115; shipment £97 metric ton, cif.  
**Linolein:** Anhydrous BP minimum 1,000 kg £375 to £415; cosmetic grade £430.  
**Lemon peel:** Spot £610 metric ton; £590, cif.  
**Liquorice root:** (metric ton) Chinese £120 spot; £85, cif. Russian £120 spot, £80, cif.  
**Lobelia:** New crop offers awaited.  
**Lycopodium:** Indian £4.75 kg; Canadian £5.10 kg.  
**Mace:** Grenada No. 1 £1,960 long ton.  
**Menthol:** (kg) Chinese spot £6.50; shipment £6.30, cif. Brazilian spot £4.50; £4.40, cif.  
**Nutmeg:** West Indian nominal.  
**Nux vomica:** £120 metric ton landed; £95, cif.  
**Pepper:** (ton) Sarawak black spot and cif £475. White £700; £685, cif.  
**Pimento:** Jamaican £830 long ton, cif, nominal.  
**Podophyllum:** Emodi (metric ton) £340; £320, cif.  
**Quillala:** £1,050 metric ton nominal; no cif offers.  
**Seeds:** (ton) Anise: China star £175 duty paid; shipment £135, cif. **Caraway:** Dutch £1,500 metric ton, cif. **Celery:** Indian £320; shipment £320, cif. **Coriander:** Moroccan £105, cif. **Cumin:** Indian, £320, cif. Chinese £300 metric ton, cif. **Dill:** Indian, for shipment £195, cif. **Fenugreek:** Moroccan £160, cif, nominal. **Mustard:** £60-£180 spot.  
**Rhubarb:** From £0.30 to £1.50 lb.  
**Saffron:** Mancha superior £84 kg.  
**Sarsaparilla:** Spot: £1.40 kg; £1.25, cif.  
**Senega:** Canadian £1.90 lb spot nominal.  
**Senna:** Alexandrian h/p £180 metric ton; manufacturing nominal.  
**Squill:** White spot £340 metric ton nominal.  
**Styrax:** £2.30 lb spot; £2.25, cif.  
**Tonquin beans:** Spot £870 metric ton.  
**Turmeric:** Madras finger £310 spot; £285 ton, cif.  
**Valerian:** (metric ton) Indian £325 spot; £3.05, cif.  
**Waxes:** (ton) Bees: nominal. **Candelilla** £570 on spot; £545, cif. **Carnauba** prime yellow, spot £725; £675, cif; fatty grey £420; £375, cif.  
**Witchhazel leaves:** Nominal.

The prices given are those obtained by importers or manufacturers for bulk quantities and do not include value added tax.



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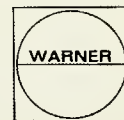
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**Publication date** Every Saturday.

**Circulation** ABC January/December 1972, 14,992.

## Hospital appointments

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